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KREMLIN CALLS FOR 'CONCRETE ACTION' BY U.S.

By NIGEL WADE in Moscow

MOSCOW has launched a campaign designed to force the United States into making the first concessions to revive stalled arms control negotiations.

The campaign is more extensive and subtle than the usual propaganda effort. It is making itself felt throughout Soviet-American relations, affecting the working conditions of exchange students in Moscow as well as prospects for a presidential summit.

President Chernenko and the Prime Minister, Mr. Tikhonov, both urged President Reagan at the weekend to produce concrete actions to back up his expressed desire for improved relations.

Mr. Chernenko held out the prospect of setting a date for summit talks, but made clear that conditions could not be considered "ripe" while Washington's recent statements about seeking arms control solutions "remain just words."

Mr. Tikhonov said Moscow had repeatedly stated its desire for good relations with Washington on a basis of equality, equal security and non-intervention.

The choice therefore is now for the United States to make. Mr. Tikhonov told an audience in Soviet Georgia: "And it can make it by concrete actions primarily in the key area of limitation and reduction of nuclear and other weapons."

Pressure by officials

American graduate students putting pressure on Americans at lower levels.

Lesser officials are reflecting the Kremlin attitude and in Moscow say promised access to scholarly archives is being withheld from them by exchange-programme officials who link the question of archive access to the attitude of the United States on key East-West issues.

One student quoted an official as saying: "How can you expect to have access to our archives while your government maintains its present position toward the Soviet Union?"

Senior Western diplomats say there has been some moderation in the Kremlin's tone toward Washington in the weeks surrounding President Reagan's reelection, but no evidence yet of any fundamental change by the Russians to make a resumption of arms talks possible. Moscow's efforts are aimed at trying to force

the Americans into the first move.

Diplomats note that Russian officials say negotiations will inevitably resume but that Moscow seems prepared to wait several months at least in hopes of putting pressure on Mr. Reagan and getting the optimum terms for a resumption.

President Chernenko was asked by N.B.C. Television whether he would agree to meet Mr. Reagan within six months of his inauguration next January.

Chance for Thatcher

Mr. Chernenko replied with a question of his own: "Can it be said that the conditions now are ripe for a Soviet-American summit meeting to yield the expected results?" Frankly, I do not think so.

"When there is confidence with regard to the success and positive results of a summit meeting, then it will not be difficult to set a date."

Mr. Chernenko again urged Washington to agree on some of the "urgent, most easily solvable" issues, including a ban on space weapons, a nuclear arms freeze and a complete ban on nuclear tests.

Diplomats say the visit to Britain next March of the Kremlin's heir-apparent, Mr. Mikhail Gorbachev, will be a well-timed opportunity for Mrs. Thatcher to urge the Russians to set an arms control dialogue going again with Washington.

It is thought likely to tell Mr. Gorbachev that Britain wants Moscow to act on some of America's arms control proposals.

Russia broke off talks about curbing medium-range and strategic nuclear weapons a year ago, after Nato responded to the deployment of Soviet S.S. 20 missiles in Europe by beginning to deploy American cruise and Pershing rockets in Britain, West Germany and Italy.

U.S. looks for early talks with Gromyko

By RICHARD BEESTON in Washington

THE United States is planning a series of private discussions with Soviet officials leading to full-scale "umbrella" negotiations on all aspects of the arms control issue.

Mr. Shultz, the Secretary of State, will be consulting the Soviet Ambassador to Washington, Mr. Dobrynin.

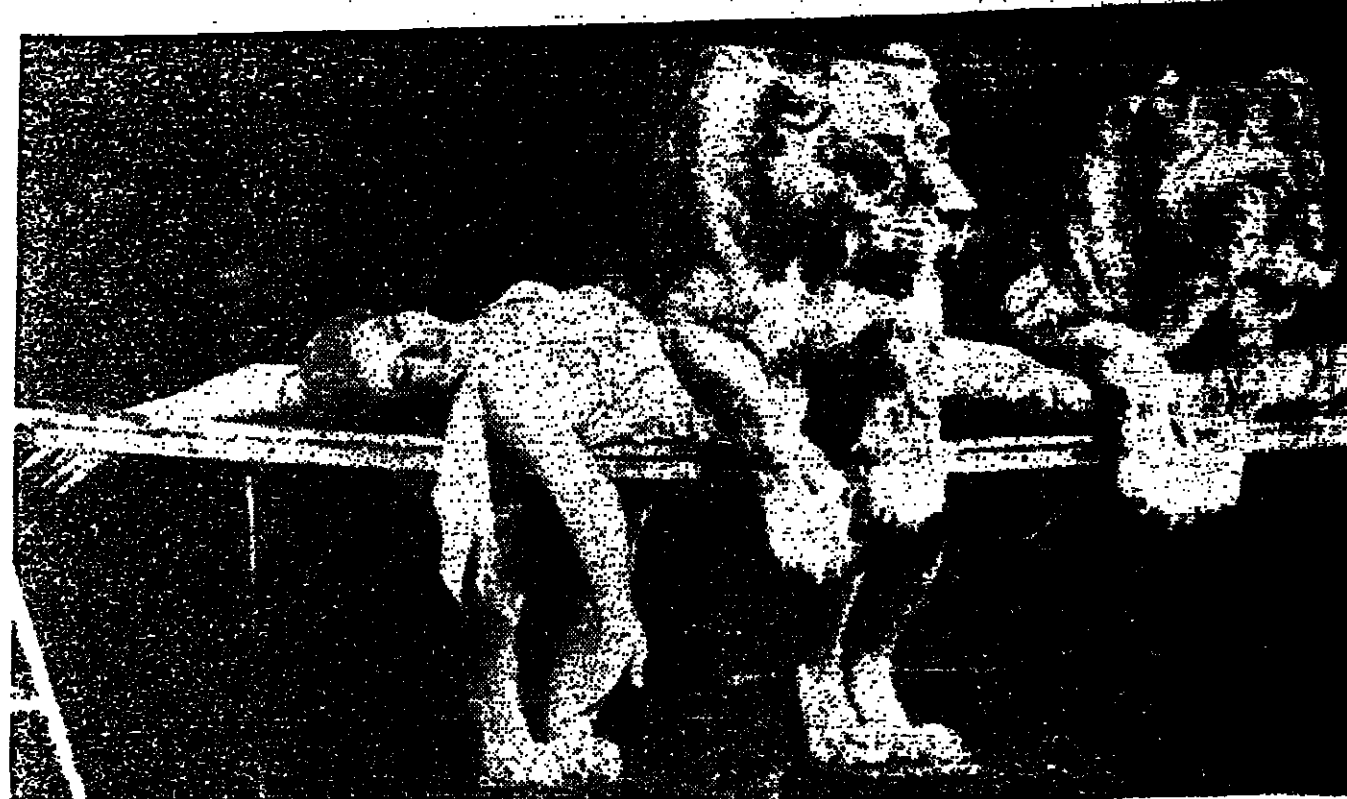
Similar negotiations will be conducted in Moscow which is hoped will lead to a meeting in Moscow in the New Year between Mr. Shultz and the Soviet Foreign Minister, Mr. Gromyko.

After a year of deadlock in nuclear arms negotiations leading up to the United States presidential elections, American officials now see some movement in the process.

They are particularly encouraged by the statement on Friday by the Soviet leader, Mr. Chernenko, who urged the renewal of a spirit of détente and said that Moscow was ready for arms control talks.

In response Mr. Shultz said it was time for both sides to "sit down in small groups and work concretely on problems and look for a real result."

But despite President Reagan's call for "umbrella" talks as a way of breaking the current impasse, the Administration is still deeply divided on its negotiating strategy.



Two lionesses crouching over Ludmila Chevchenko as she lies on a board during her act with lions and tigers in the Circus of Moscow, at present appearing in Paris.

ARGENTINA ARMS SALE INQUIRY

By IAN BALL in New York

A FEDERAL grand jury in New York is investigating how several million dollars worth of American-made night vision devices were acquired by Argentina during the Falklands war in violation of an American embargo.

Britain, which seized many of the night-vision goggles after the surrender of Argentine units, has been working closely with American Federal agents investigating the case.

The captured devices, which sell for \$6,500 (\$5,450 apiece), have been made available in London for an inspection by a United States Customs official.

According to American Press reports the focus of the investigation is a Manhattan firm called H.L.B. Security Electronics Ltd. and its president, Mr. Leonard Berg. Mr. Berg was charged earlier this year for allegedly trying to ship arms to Poland.

British and American intelligence are reported to have been surprised the devices were found in the Argentine arsenal. Requests by Buenos Aires to buy the devices had been rejected in Washington.

'Shipped to Mexico'

There has been no official word in Washington or London on how many of the devices were captured.

But investigators in New York are said to have located an export licence showing that more than 1,000 of the goggles, sold to Mr. Berg's company by the makers, Litton Industries, were shipped to Mexico during the Falklands war.

The Customs investigators suspect that from Mexico there were clandestine shipments urgently needed by the Argentine junta.

Mr. Berg is reported to have shown American officials documents indicating that H.L.B. Security Electronics Ltd. sold the equipment to an individual in the United States.

Last month a former H.L.B. vice-president, Mr. Grimm Depanich, was charged with having conspired to ship 400 night-vision goggles illegally to the Soviet Union.

100 KILLED IN BORDER RAIDS

By Ousama al-Bashir Correspondent

Troops of Mr. Barbrak Karmal's Russian-backed regime in Kabul have killed 100 people, most of them Afghan refugees, and wounded a further 100.

In at least 70 violations inside Pakistani territory, a Foreign Ministry spokesman said yesterday in Islamabad.

These cross-border violations by land and air took place between Jan. 1 and the middle of November this year. He said the aircraft were piloted by Russians although the bombers carry Afghan Air Force markings.

S. African detentions anger business chiefs

By CHRISTOPHER MUNNION in Johannesburg

SOUTH AFRICA'S leading business and commercial organisations have clashed with the Government over the recent detentions of trade union leaders, which they say could destroy industrial peace.

The organisations have complained that delicate negotiations to avert calls for a second mass work stoppage by black employees were wrecked when security police arrested 12 trade unionists.

Dr. Johan Van Zyl, executive director of the Federated Chamber of Industries, said yesterday: "We were making good progress until the detentions began."

Mr. Louis le Grange, Minister of Law and Order, linked the detentions with three months of unrest in the black townships in which 160 people died.

The country's three major employers' organisations condemned the detentions and warned the Government that "harmonious and productive relations" with black workers were at stake.

Executives of the organisations are due to meet Mr. le Grange this week to put their case and to hear the Government's views.

But all indications are that the Government is unrepentant about its heavy-handed response to the unrest. President Botha

Security for Rajiv rally to be tight

By DAVID GRAVES in New Delhi

A TIGHT security cordon will surround Mr. Rajiv Gandhi today when India's new Prime Minister makes his first public appearance at a rally in New Delhi since his mother's assassination.

Troops and police will also be on duty in the capital to avoid any repetition of the anti-Sikh riots that followed Mrs. Gandhi's death in which 851 people are known to have died in New Delhi alone, and 1,277 nationwide.

More than 100,000 people are expected to attend the rally to commemorate what would have been Mrs. Gandhi's 57th birthday. Rajiv is expected to use the occasion to launch his campaign to win next month's General Election.

The ruling Congress (India) party regards "the sympathy vote" for Mr. Gandhi as one of its major election platforms and party leaders are anxious that he derive as much political capital from the rally as possible.

The party, it seems, will use audio and video cassettes of Mrs. Gandhi's speeches as one of their main thrusts of the election campaign. These compare mainly her appeals to voters at previous elections and attacks on Opposition parties.

Extradition move

There was also confusion in New Delhi yesterday over whether the Indian government intended to apply for the extradition from Norway of Mr. Harinder Singh, 37, a former diplomat, who had been named as the alleged mastermind behind the plot to assassinate Mrs. Gandhi.

Newspapers in India said security officials wanted to question Mr. Singh, the former charge d'affaires in Oslo, over his alleged role in the murder conspiracy, but an official spokesman for India's Ministry of External Affairs said he had no information about any extradition request.

Mr. Singh resigned his Oslo post in protest over the storming of the Sikh Golden Temple in Amritsar.

NORWAY FIRM

Plot denied
JULIAN ISHERWOOD in Oslo writes: Norway has not received any extradition request from India for the return of Mr. Harinder Singh, a former Indian diplomat in Oslo, nor would the Norwegian government be likely to comply with such a request, according to the Ministry of Justice.

Harinder Singh has denied Indian newspaper reports that the only Sikh security guard alive after the assassination, Sabwant Singh, had told interrogators that the former envoy had paid him and his accomplice, Brant Singh, \$100,000 to murder Mrs. Gandhi.

Non-stop flights to Riyadh leave London at 15.30 four days a week.



GADDAFI USE OF TERROR SHOWN BY 'HIT' FLASCO

By JOHN BULLOCH Diplomatic Staff

THE Egyptian deception that caused the Libyans to announce a murder that did not take place was a graphic demonstration that Col Gaddafi, the Libyan leader, is still using terror as policy, according to diplomats in London.

Western sources said there had been so many reports of Libyan "hit" teams at large that the warnings were being ignored. The Egyptian incident would make governments more security-conscious.

VITAL TALKS IN AMMAN FOR ARAFAT

By JOHN BULLOCH Diplomatic Staff

PALESTINE Liberation officials said yesterday they were going ahead with a meeting of their National Council or Parliament in exile this week, which could split their ranks and depose their leaders or lead to new Middle East peace negotiations.

The National Council has been convened for next Thursday in Amman. But the invitations have been sent out by the Deputy Speaker, and already four of the member groups have said they will not attend.

The decision to hold the meeting was taken by Yasser Arafat, PLO chairman and leader of al Fatah, its biggest group. It means he has finally decided to challenge Syria, which bitterly opposes the convening of the conference.

252 for a quorum
Arafat needs 252 of the 370 Council members to be present to get a quorum. After that he has to get majority backing to retain his own position as leader and gain approval for new peace talks to be led by King Hussein of Jordan.

President Assad of Syria has been trying to get control of the PLO to bolster his country's standing and authority, and he has backed a dissident PLO group led by Col Said Mousa-Abou Musa.

None of the National Council members living in Syria will be allowed to attend the Amman meeting. Jordanian officials also fear that Syria will seek to cause trouble by bombings and assassinations.

Israel meanwhile is barring delegates from travelling from the West Bank to Amman for the meeting. Israel has no desire to see a triumph for the relatively moderate Arafat, and fears that a mandate to King Hussein to negotiate for the Palestinians would lead to pressure from America.

Day of violence marks New Caledonia poll
By IAN WARD in Singapore

ANTI-FRENCH New Caledonian islanders, led by Libyan-trained militants, yesterday set town halls and voting booths ablaze, smashed ballot boxes, cut telephone lines and blocked roads in an attempt to sabotage the South Pacific territory's elections.

With the day-long violence the pro-independence Kanaks made good their promises to protest dramatically at the Paris plan for the island colony's protracted move towards independence. They are demanding immediate independence.

But with nearly all the votes counted, election officials said it appeared the conservative Republican party, which is supported by the French settlers, would win 34 seats in the new 42-seat Assembly.

Six seats were expected to go to a moderate Kanak group which is prepared to co-operate with France and two seats to rivaling parties.

As supporters of the Kanak Socialist National Liberation Front occupied polling centres, hurled Molotov cocktails and threatened voters, police reacted with stun grenades and tear gas.

Some weeks ago members of the Front left New Caledonia for training in Libya. It is believed that much of yesterday's violence was plotted in camps outside Tripoli.

Yesterday's violence was geared to frightening more than 50 per cent of the voting public away from the polling booths in the hope that the elections would be officially declared null and void.

Police flown in
Earlier in the week the French authorities flew 280 special riot police from Paris to the colony to deal with the independence crisis in the 150,000 inhabitants.

Some 45 per cent are ethnic Melanesian islanders, referred to locally as Kanaks. The European French community makes up 35 per cent of the overall population. The remainder comprises Indo-Chinese and Polynesian immigrants.

A statute passed by the National Assembly in Paris on Sept. 6 granted New Caledonia "internal autonomy." This purportedly gives the islanders full authority to undertake all decisions relating to foreign investment, education, labour laws and foreign relations.

Airlift from Assab runs out of food

By R. BARRY O'BRIEN in Addis Ababa

THE airlift to famine victims in northern Ethiopia could run out of grain this week if fresh shipments do not arrive shortly at the Red Sea port of Assab, Ethiopian relief officials said at the weekend.

Grain at the port had been reduced by only a few thousand tons by the success of the 52-plane airlift, and by a big increase in quantities moved by road.

"If more food does not come quickly to Assab, the plane may be out of work," Mr Tafari Wassan, spokesman for the Ethiopian government's Relief and Rehabilitation Commission, said in Addis Ababa yesterday.

Officials compiling the statistics said the 8,446 tons of grain at Assab last Thursday would have been reduced by yesterday to less than 5,000 tons, and could be exhausted by the weekend.

Plodges by West

Dr Tamerate Betta, co-ordinator of the emergency operation and information centre, said food aid was still not reaching the 32,000 tons needed monthly.

More than 150,000 tons of new food aid had been pledged by the West in response to an appeal by the Addis government last month, but none had yet reached Ethiopia.

The earliest shipment expected was American wheat in January. The 27,632 tons of grain shown as held in storage centres last week was insufficient to last a month, and would be exhausted by mid-December.

Russians take over base in Vietnam

By HUGH DAVIES

AMID Chinese claims that Russia is stockpiling nuclear arms at Cam Ranh Bay in Vietnam, American naval sources have confirmed that the Soviet Union has now almost taken over the base as a fleet operations centre.

On average 20 to 25 warships and submarines are reported to be anchored at the vast facility built by the United States during the Vietnam War.

According to officers aboard the 18,572-ton Blue Ridge, flagship of the U.S. Seventh Fleet, which has put into Haiphong, the latest count was 27 Soviet ships at anchor.

In addition at least one squadron of Badger and Bear bombers are thought to be deployed there. The aircraft are capable of carrying cruise missiles and nuclear warheads.

Pentagon worried

The build-up began in earnest a year ago. Now the Pentagon is becoming increasingly worried about the position, particularly the possible threat to its interests at Subit and Clark in the Philippines.

Apprehension about Soviet intentions in the area first surfaced a decade ago when Russia began building up its naval base at Petropavlovsk, on the Kamchatka peninsula, in addition to its huge facility at Vladivostok.

Condor Julius Graw, of the Blue Ridge, said Washington is currently negotiating with Beijing on possible visits to Chinese ports by the U.S. Navy.

He added: "Beyond that I could not really say whether there will be increased co-operation between the two navies."

contraction on its Pacific naval role, the largest of its four fleets, was at the centre of discussions in Peking during August between Mr John Lehman, America's Naval Secretary, and Zhang Aiping, Defence Minister.

Zhang, who recently visited Washington for arms talks, then invited an American military delegation to discuss training and logistics with the People's Liberation Army. The team also called at the Chinese naval base of Wusung, near Shanghai.

This week Chinese television has screened film of a missile launching from a new Xia-class nuclear submarine.

The footage showed a stubby red missile being injected into a launch tube and a missile emerging from the water into the air.

This is thought to be the CC-5-N-4, which was displayed in Peking's Tiananmen Square during a military review on Oct. 1.

THREE HURT BY BASQUE BOMB

By Our Madrid Correspondent

Three people were injured when Basque terrorists bombed a bar in the centre of Bilbao early yesterday.

The Basque separatist movement also admitted responsibility yesterday for the bombing of a French-owned supermarket in Zaragoza two days ago as part of its campaign to stop the French government collaboration in the plan to destroy the Basque liberation movement.

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JEERS FOR HAWKE IN FARM TOWN

By DENIS WARNER in Melbourne

MR HAWKE, the Australian Prime Minister, was jeered yesterday when he campaigned in Bendemeer, New South Wales, the home of Mr Ian Sinclair, who is leader of the National party.

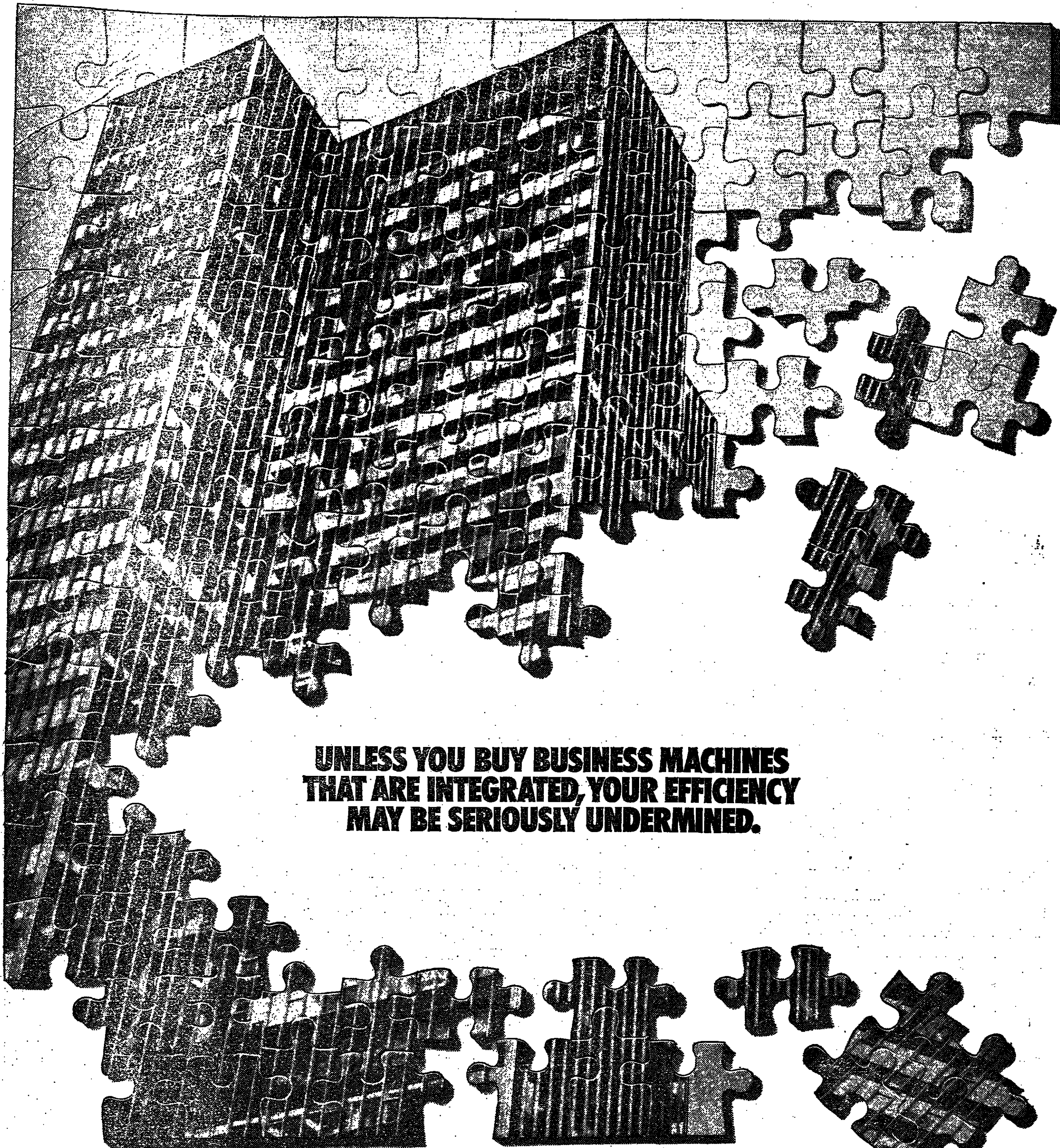
Mr Sinclair described Mr Hawke's speech as full of disappointment for the farmers. In the past 20 months, Labour's policies had caused a host of damaging cost increases for farmers, he said.

"I think it is very sad that the Labour party seems to have forgotten that it is necessary to gain active aggressive policies to help our export industries."

Mr Hawke has promised a lot, and delivered very little," he said.

CAGNEY BETTER

By Our New York Staff
James Cagney, 85, the Hollywood actor, was discharged from a New York hospital after recovering from a bout of pulmonary oedema, or fluid in his lungs.



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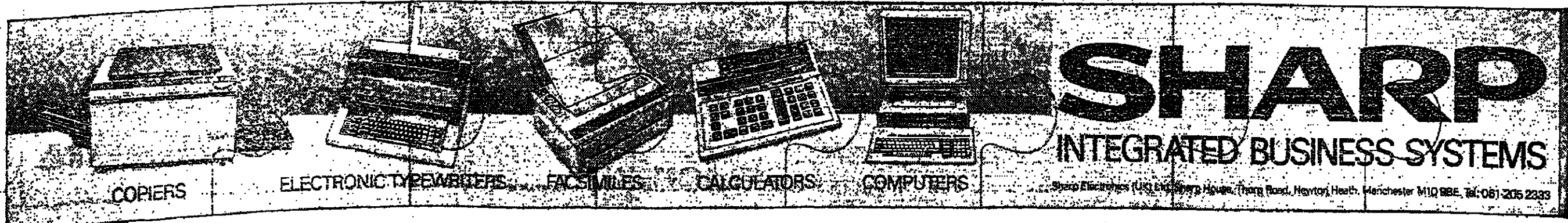
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HYSTER

LAWYERS TO TAKE OVER CONDUCT OF ALL PROSECUTIONS

By **TERENCE SHAW** Legal Correspondent

LAWYERS are to take over the conduct of all prosecutions from the police under the Government's Prosecution of Offenders Bill, to be introduced soon in the House of Lords.

The Bill, which closely follows the Government's White paper proposals in October last year, provides for the setting up of a centrally-funded national prosecution service which would be independent of the police and staffed by 2,500 civil servants, of whom 1,300 would be lawyers.

The new service will be headed by the Director of Public Prosecutions under the supervision of the Attorney-General, who will be answerable to Parliament for general prosecution policy.

It is intended that in most cases day-to-day prosecution decisions will be taken locally by Crown prosecutors and their staff who will be appointed in each of the 43 police authority areas of England and Wales.

Local decision

Commenting on the Bill, Mr Brittan, Home Secretary, said the service would "combine maximum local decision taking with a nationwide consistency of approach and freedom from political interference."

The Government had "modernised and rationalised" police powers in the Police and Criminal Evidence Act and it was now doing the same for the prosecution service. Both reforms followed recommendations of the Royal Commission on Criminal Procedure.

He believed the new proposals would "enhance public confidence in the criminal justice system" and be seen as

Locally based

There could be some criticism, however, of its decision that the new system should be a coordinated national service employing more civil servants instead of a locally-based and accountable service as recommended by the Royal Commission.

But Ministers shared the widespread reservations about the commission's proposals that Crown prosecutors should be answerable to joint police and prosecution authorities and concluded that it would not be proper or efficient for local authorities to have any control over general prosecution policy.

Under the new service it is envisaged that many more serious cases would be dealt with locally instead of being referred to the DPP who has a staff of about 250 in London. Examples include straight-

forward murder cases, causing

death by reckless driving when the deceased is a near relative, robberies where firearms are used and injury caused and large scale robberies.

It is intended that greater consistency in prosecution policy could be achieved by the issue of guidelines by the director which would still leave local Crown prosecutors free to respond to local circumstances.

Staff for the new service will be drawn initially from the 1,650 including 900 lawyers who now work for prosecuting solicitors departments that have been set up in 37 of the 43 police areas of England and Wales.

Government estimates are that a further 800 staff will be needed, including 400 lawyers to man the national service.

Additional cost

Although costs of the new system would be offset by some savings in briefing outside barristers and solicitors to take prosecutions and 600 police officers engaged in prosecution advocacy would be released for other duties, the total additional cost of the changes to the law is estimated at between £4 million and £4.9 million.

Under the new system the police would still be responsible for investigating crime, and in most cases for deciding to charge when they have enough evidence.

The case would then be passed to the prosecution service, which would decide whether the charge should be dropped or pursued, and how the case should then be conducted in court.

Private prosecutions will still be possible, subject to the continued power of the director to take over any case and to drop or pursue it.

Editorial Comment — PIS

SELECT COMMITTEES

Select Committees Meeting in Public this week:

Tuesday, 20.45. **WELSH AFFAIRS:** Public Transport in Wales.

Wednesday, 20.45. **EDUCATION, SCIENCE AND ARTS:** Science Budget Witnesses: Secretary of the Agricultural and Food Research Council and the Medical Research Council; Sir Henry Chilver, Chairman of the Advisory Council for Applied Research and Development, and Dr Robin Nicholson, Chief Scientific Adviser.

Thursday, 20.45. **TRADE AND CIVIL SERVICE:** The Government's Economic Policy; Autumn Statement.

Friday, 20.45. **PUBLIC ACCOUNTS:** National Audit Office Estimates Witness: Sir Gordon Downey, Comptroller and Auditor General.

Tuesday, 19.30. **EDUCATION, SCIENCE AND ARTS:** Incentives in Primary Schools Witnesses: Assistant Masters and Mistresses Association, the Association for Science in Education.

Wednesday, 19.30. **ENERGY:** Gas Report and Accounts Witness: British Gas Corporation.

Thursday, 19.30. **PARLIAMENTARY COMMISSIONER FOR ADMINISTRATION:** Evidence on the Report of the Health Service Commission Witnesses: West Midlands Regional Health Authority; North Western Regional Health Authority; Preston Health Authority.

Friday, 19.30. **PROCEDURE:** Public Bill Procedure Witness: Mr John Brien.

Wednesday, 19.30. **TRADE AND CIVIL SERVICE:** Sun-Committee. The financial and economic consequences of UK membership of the European Communities.

Thursday, 19.30. **AGRICULTURE:** The organisation and financing of the scheme to eradicate Anthrax's disease Witness: Mr Nicholas Wint.

Friday, 19.30. **PUBLIC ACCOUNTS:** Nationalised Industries: Control by Sponsoring Departments Witnesses: Sir Kenneth Coursons, Department of Energy; Sir Brian Hayes, Department of Trade; Sir Laurus, Department of Transport.

Social Services, Community Care, with special reference to adult mentally ill and mentally handicapped people. Witness: Rt Hon Kenneth Clarke.

Friday, 19.30. **ENVIRONMENT:** Operation and effectiveness of the Wildlife and Countryside Act Witnesses: William Wedderburn.

Saturday, 19.30. **FOREIGN AFFAIRS:** Famine in Africa.

Sunday, 19.30. **TRANSPORT:** Financing of Public Transport.

Monday, 19.30. **JOINT COMMITTEE ON CONSOLIDATION & BILL:** The effects of the accession of Spain and Portugal to the E.C.

Today in Parliament

HOUSE OF COMMONS

2.30. **Firm Bill** 2nd edg: Gas Catalytic Heaters Regs; Legal Aid and Advice Orders.

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Bill links pensions and inflation

By **DAVID FLETCHER**
Health Services Correspondent

EMPLOYEES who change jobs in mid-career will have the right to have frozen pensions inflation-proofed under the terms of a new Social Security Bill, which will have its Second Reading in the Commons next Monday.

Alternatively, they will have the right to have their pension independently valued so that they can take it with them to a new employer.

The new arrangements will overcome the disadvantage suffered by many mid-career job changers whose pensions have in the past been frozen in cash terms by the old employer and therefore of small value when eventually paid on retirement.

The new Bill remedies this unfairness by requiring employers to update such deferred pensions by five per cent a year or in line with the rise in prices, whichever is the less.

Fairer treatment

Announcing the Bill, Mr Fowler, Social Services Secretary, said that it presented the largest single reform of occupational pension schemes for a decade.

"Early leavers from schemes will get fairer treatment and there will be automatic protection against inflation for preserved pensions."

"In addition there will be new freedom to transfer pension rights. All other scheme members will get important new rights to information about their schemes."

The job leaver who does not want to leave his pension with the old employer will have the right to transfer it by buying into the new employer's pension scheme, by buying an annuity or by investing in a personal pension.

The new legislation will be effective from January 1986 and will not be applied retrospectively.

The Bill will remove the age limit of 26 under which occupational pension schemes need not at present preserve an individual's rights to benefits if he leaves.

The Bill also makes changes in the sick pay scheme by requiring employers to pay sick pay for up to 28 weeks of an employee's sickness rather than for the first eight weeks as at present.

This will enable the DHSS to save the jobs of an estimated 300-400 civil servants.

LEVY BALLOT DECISION BY ASTMS

By **Our Industrial Correspondent**

The annual conference of the white-collar voted yesterday to ask their executive to hold a ballot on continuation of the political levy to the Labour party.

The union is one of the first to agree to the ballot, a legal requirement under the Trade Union Act 1984.

The delegates also voted to recall their 1982 decision to ignore "offensive anti-trade union legislation and to oppose the consequences by positive action." They regretted that Mr Clive Jenkins, general secretary, and the executive did not

interpret and act on the mandate to oppose discussions with the Government on the proposals for internal union reforms in 1983.

Fewer senior officers in Met's overhaul

By **JOHN WEEKS** Crime Staff

THE 56 commanders in the Metropolitan Police will be told tomorrow how many of their number will be cut in plans to streamline the force.

It is expected that up to 18 appointments will go under the plans, already approved by Mr Brittan, Home Secretary. The reduction will be achieved by natural wastage over two years.

The restructuring is likely to suggest the setting up of eight areas instead of the current four. Each will be headed by a Deputy Assistant Commissioner, responsible for allocating resources and the operational duties of manpower.

Each area will be a mixture of inner city, suburban and rural communities.

Sir Kenneth Newman, the Commissioner, and his senior officers will continue to lay down general policies, which

will be tailored by Deputy Assistant Commissioners in the eight areas to meet their needs.

The effect will be of a shorter chain of command. At present commanders are forced to consult senior officers before taking many decisions.

Chief superintendents are to be briefed on Wednesday, and I understand there could also be a reduction eventually in their numbers. Either way, they and superintendents could be faced with delays in promotion in future, especially among CID officers.

Many senior detectives may now find it easier to obtain promotion by applying for transfer to the uniformed branch.

The plan is similar to one put forward seven years ago and nicknamed "Super 8." It was discarded by the then Commissioner, Sir David McNee.

News Round-up

Too few advisers as number of debtors soars

The following is a summary of news items which did not appear on Saturday because southern editions of THE DAILY TELEGRAPH were not published.

By **JOHN PETTY** Commercial Correspondent

THE number of people in debt is increasing at an alarming rate, the National Consumer Council said at the inauguration of a National Money Association at Birmingham.

Many people are more than a year behind on mortgage payments, rent arrears are increasing sharply, county courts are handling 1,500,000 debt cases a year, and the number of people in arrears on loans from the Finance

Houses' Association has doubled in the past few years.

"There are not enough money advice specialists to cope with this increasing problem," said Mr John Ward, head of the development division of the Government-funded council.

One aim of the new association is to make sure there are more trained helpers on hand as well as providing a free advice service to everyone in need, he said.

People were "simply having to spend more than their wallets will stretch in order to survive."

The problem was highlighted in this year's report of the National Association of Citizens' Advice Bureaux, which said: "Money problems of all types continue to dominate workload—whether about debt, welfare rights, redundancy pay, tax or pensions."

The association springs from an informal money advice group the council helped set up in 1981, with the first money advice centre being formed in Birmingham. There are now centres in several places, including South-west, Brighton and New Cross.

\$20m investment for 500 jobs

A £20 million microchip investment creating up to 500 jobs in Scotland's "Silicon Glen" has been announced by the Electronics of Mantero, California, which is based in California's "Silicon Valley."

The company says a factory to be built at Irvine New Town will be the first major facility for the contract assembly and test of integrated circuits in Britain.

Indy Electronics has become one of the biggest contract integrated circuit assemblers in the United States in less than four years. It hopes to start testing and assembling circuits

IN JANUARY, A REVOLUTION WILL OCCUR IN MOBILE COMMUNICATIONS.

It's called 'Cellnet'.
Backed by both British Telecom and Securicon, it will allow a phone in your car, or even in your pocket, to work just like the phone on your desk.
Your conversations will be clear, and you won't have to wait for a line.
You won't have to wait until January either.
'Cellphones' can be ordered now.
Just phone 200 0200 or cut out the coupon.

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Please send me a list of Cellnet Accredited Retailers.

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CELLNET WILL OPEN IN JANUARY AND COVER MOST MAJOR TOWNS AND CITIES IN THE UK BY END 1985

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Telegraph PUBLICATIONS

PRODUCTIVITY RISE 'BY INEFFICIENT BA IS MISLEADING'

By Air Cdre G. S. COOPER Air Correspondent

DESPITE growing profits, British Airways remains an inefficient airline by world standards, according to a report released yesterday by the Institute of Fiscal Studies.

Privatisation will make the State airline more efficient by exposing it to a more competitive environment, but the authors of "Civil Aviation and the Privatisation of British Airways" say it is crucial that Government regulation of the air routes should be liberalised before rather than after BA is sold.

The report, by Peter Forsyth and Mark Ashworth, was financially supported by the Economic and Social Research Council.

It says that regulation, by excluding or reducing competition, is valuable to the airline. Open competition will cut the profits and selling price of British Airways.

"Since selling BA involves selling an airline and rights to regulated routes, it will be very difficult for the Government to remove regulation and lower the profits of the owners to whom it has sold the airline."

"The new owners will always have an incentive to oppose deregulation, and unexpected deregulation after the sale could correctly be regarded as a breach of contract which imposes a loss on the buyer."

B-Cal comparison

BA was compared with 33 other airlines to measure its efficiency as part of the six-month IFS study. It proved to be one of the least efficient world airlines and British Caledonian one of the most efficient.

The authors say the much publicised view of a dramatic improvement in efficiency in the last few years is not borne out by the evidence. Labour productivity improvements look impressive, but they are "quite misleading" because they have been bought at the expense of greater expenditure in other outputs, such as contract services.

The report highlights the exchange rate as a major factor in BA's recovery. When sterling rose the airline was badly hit — hence the poor performance around 1980/81. The subsequent fall in sterling relative to the dollar has helped BA significantly.

BA's accounting policies have changed considerably in the last few years, making meaningful comparison between years difficult. The report notes that changes have been made in a manner that serves to make

more dramatic the improvements seen in the last few years.

Recent BA profits are not only the result of company performance but also are the result of favourable exchange rates and a lack of competition, the IFS study concludes.

Volatile profits

In a sharp word on the relevance of the airline's balance sheet, the report says that rearranging the deck chairs on the Titanic, the QE2, it should make no difference to the overall price obtained in the sale.

As a package, BA is seen to be quite attractive, but it has scope to improve its overall performance.

"It may be that BA is still too large, and that it should reduce or cease operations in some markets. It is likely to remain a volatile profit performer, and its long term profit performance is highly conditional on the regulation it faces, as well as exchange rates."

The report has been dismissed by BA as highly academic, inadequately researched, statistically misleading and overall of little material worth to the debate on airline competition policy or to privatisation of the State carrier.

"Its conclusions are based on much out-of-date information, some of it more than four years old, and it is well below the high standard of research normally associated with projects undertaken by the Institute," an airline spokesman said.

"To publish such a report now following the CAA debate and the Government's White Paper on Airline Competition Policy is little less than mischievous."

NEW BA LOUNGE FOR CHILDREN

British Airways is to open a children's lounge at Heathrow complete with toys, books, video games, and trained staff. It is intended for the growing number of unaccompanied youngsters on main intercontinental routes, and will be opened on Dec. 12.

£28m RISE IN ROADS SPENDING

By JOHN PETTY Transport Correspondent

SPENDING on national road schemes will be raised by £28 million to £834 million next year compared with £806 million in the current financial year, states Mr Ridley, Transport Secretary.

The Transport Department will take advantage of the relatively low contract prices now available.

These arise from fierce competition because civil engineering companies are desperately short of work and road contracts are virtually the only major jobs on offer.

This year's good weather has also cut construction costs and allowed many road schemes to progress faster than expected.

"Of the 53 major road projects currently under construction, 42 per cent are ahead of schedule and most of the rest are on time," said the Department.

M-way delays

Current roadworks notified by the Department include: M1: Moderate delays to traffic likely on northbound carriageway between junctions 11 and 12 in Bedfordshire due to repairs lasting until Dec. 12. Northbound slip road to service area also closed.

M2: Delays due to contraflows at junction 3 and also between junctions 4 and 5, south of the Medway towns.

M3: Contraflow at junction 1, Sunbury Cross, Surrey, causing delays. Work lasts until Dec. 24.

M4: Diversion near London Airport because of work to create junction with the M25. Also night closures of motorway bridge at junction 4 with diversion via low-level roundabout.

Work on Severn Bridge.

M5: Southbound carriageway closed until late December between junctions 4 and 5, West Midlands, with diversion via A36.

M6: Moderate to severe delays likely until Nov. 28 because of lane closures in Warwickshire between junctions 3 and 4. Contraflow until Dec. 21 causing delays in Staffordshire between junctions 10a and 11.

M25: Severe delays likely on the Chertsey-Wisley section, junctions 10-11, in Surrey. M40: Various westbound lane closures into next year, with westbound diversion via A40 between junctions 5 and 6, Oxfordshire.

M50: Reconstruction causing delays with contraflow between junctions 2 and 3. Entry and exit slip roads closed at junction 2.

A13: Canning Town flyover closed 9.30 a.m.-3.30 p.m. tomorrow.

A48: Lengthy diversions because of repairs to Newton Bridge, Leominster.

Fast train to Heathrow planned

By JOHN PETTY Transport Correspondent

BRITISH RAIL wants to build a fast new link to London Airport following the success of the express train service from Victoria to Gatwick Airport started last May.

It has also drawn up plans for a £178 million direct link to Stansted if the Essex field is approved by Government as the third London airport.

The line to Heathrow would be in a tunnel which would link the Southern Region route from Waterloo via Richmond with the Western Region main line into Paddington.

It would give direct connections to places like Bristol and South Wales as well as to London.

Vast traffic

British Rail now carries less than three per cent of the vast passenger traffic to and from Heathrow and even that includes people who travelled to London by BR and then switched to the Underground.

This compares with 36 per cent of all Gatwick traffic now using the new express from Victoria, which runs every 15 minutes and takes 30 mins to cover the 26½-mile route. Heathrow is closer to London, but passengers have to allow an hour to make the trip on the Tube.

A dedicated BR route could cut the time to about 20 mins. Heathrow has two-and-a-half times as many passengers as Gatwick, which is likely to handle 14 million people this year.

The Stansted link would include a new spur from the main Liverpool Street Cambridge line. There would also be a new stretch so that St Pancras could also be used as a terminal for Stansted trains.

Takings up 48 p.c. Gatwick line have risen by 48 per cent since the start of the faster service.

BR has obtained parliamentary approval for a £40 million express rail link between the centre of Manchester and the airport at Ringway.

It is examining the possibility of better links between London and Luton Airport.

In Birmingham Britain's first train worked by magnetic levitation has gone into use for air travellers. It links Birmingham International rail station with Birmingham Airport.

The driverless trains "fly" 15 metres above the track in coaches carrying 32 people at a time.

DEARER PAPERS

The price of the SUNDAY TIMES increases from 45p to 50p next Sunday and the SUNDAY EXPRESS rises from 32p to 35p.

DEATHS, IN MEMORIAM

Continued from Back Page

SHEPHERD—On Nov. 15, suddenly, in Winchester, GRACE, dearly loved wife of late and very dear son and friend to all, funeral service in Winchester Cathedral, Friday, Nov. 20, 3 p.m. Family flowers. Donations if desired to Winchester Cathedral Library.

SPURHAM—On Nov. 15, peacefully at Bechill-on-Don, ANA ALAN, widow of Henry Spurham, late of 10, Great North Street, Doncaster. Family flowers only, but donations if desired to St. George's Church, Doncaster. Nov. 21, 11 a.m., followed by service at St. George's Church, Doncaster. Nov. 21, 11 a.m., followed by service at St. George's Church, Doncaster. Nov. 21, 11 a.m., followed by service at St. George's Church, Doncaster.

WARR—On Nov. 15, 1984, peacefully at Moorhouse, NANCY, widow of late and very dear son and friend to all, funeral service in St. George's Church, Doncaster, Nov. 20, 3 p.m. Family flowers. Donations if desired to St. George's Church, Doncaster.

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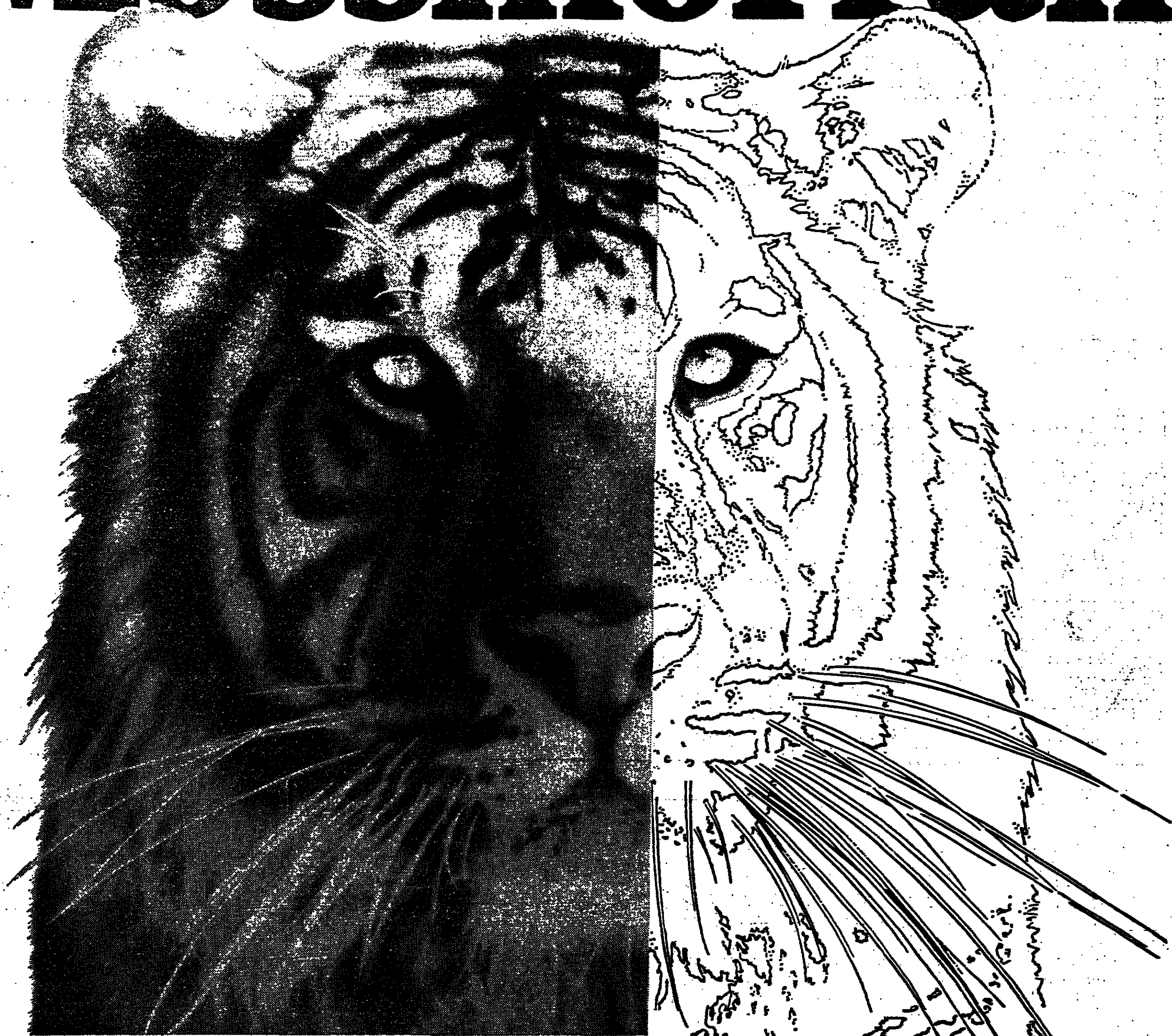
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Mossmorran



How Esso intend completing the picture

The new Esso-Shell gas liquids fractionation plant at Mossmorran in Fife is open for business. It took over £500 million and 5 years of ingenuity and skill to build.

Mossmorran is only one part of a £1,700 million development programme which started 13 years ago with the discovery of the Brent oil and gas field.

Natural gas and its associated liquids are carried 278 miles by undersea pipeline from Brent and other fields in the North Sea to St. Fergus in Scotland.

There the natural gas is separated from the liquids, piped into the national gas grid, and is now supplying 10% of Britain's gas for industry and the home.

The natural gas liquids then travel a further 138 miles by underground pipeline to Mossmorran. Here they are separated into their commercial components: propane, butane, natural gasoline and ethane.

Esso are now completing the picture by building a £400 million ethane cracker, linked to the Mossmorran complex. This cracker will be the most technologically advanced in Europe, and will produce ethylene, the basic raw material for plastics.

This investment in all our futures is just one demonstration of Esso's continuing confidence and commitment to Britain.

But the work doesn't finish here. Esso are currently spending at the rate of £2,000 per minute, over 85% of it going to British firms.

Between now and 1990 we expect to invest another £4,500,000,000 to meet Britain's energy needs—a massive commitment which offers opportunities for the development of new technologies, the building of new industries, and the creation of new jobs.

Esso look forward with confidence to providing supplies of oil and gas for Britain well into the 21st century.



Conservationists fear Texas-style landscape

UPROAR AT SPREAD OF OIL RIGS ACROSS THE SOUTH

DAILY TELEGRAPH REPORTER

AN environmental battle is developing over oil exploration in southern England, where a spreading rash of drilling rigs on farm meadows and downland is alarming conservationists from Kent to Dorset.

A score of villages above possible oil deposits 7,000ft below ground in the so-called "Golden Belt" extending from the Dover Strait to the Purbeck Hills have formed action groups to resist the oil companies.

Oil traces have so far been found at three sites in Hampshire, two in Surrey and two in Sussex as exploration spreads eastward from Dorset, where big oil deposits were found in the 1970s.

Local residents and countryside protection bodies fear that discoveries to date are the start of a process that could transform southern England into a Texas-style landscape.

British Petroleum's Wytch Farm field near Poole, Dorset, the biggest on-shore oil reservoir yet found in Britain, is producing 4,000 barrels daily and BP has provoked an environmental uproar with plans for a ten-fold increase in production by drilling new wells.

Red squirrels
Conservationists won a victory last week when BP, bowing to protests, dropped immediate plans to put up a 100ft drilling rig on South Haven Point at the entrance to Poole Harbour.

A landmark for yachtsmen, the point forms the tip of the Studland peninsula, a 1,500-acre natural conservation area of heathland, sand dunes, marshes, small lakes and woodlands owned by the National Trust.

But the company has not abandoned plans to increase production from Wytch Farm to 40,000 barrels daily and intends to go ahead with drilling on Furze Island, a 50-acre islet in Poole Harbour inhabited by red squirrels.

A spokesman said drilling on Furze Island would show whether or not it would be ultimately necessary to drill on the Studland peninsula to tap the eastern part of the field.

Meanwhile, exploration continues apace in other parts of

can be screened, but also a large gathering and storage station and a rail terminal.

Carless Exploration obtained planning consent for Humble Grove from Hampshire county council in July and is about to start the development.

The company has also found oil at Horndean, near Havant, in another part of the "Weald Basin" and is discussing with the Department of Energy proposals for developing it.

"We are waiting to see if they are happy with what we propose for Horndean," said Dr Eric Bossard, managing director of Carless Exploration. "Once we get a go-ahead and a licence, we can proceed with a planning application."

Carless holds 22 licences covering 1½ million acres in Wiltshire, Dorset, Hampshire and West and East Sussex and plans to explore 10 new oil fields in Hampshire and other counties next year.

Strict checks
The Hampshire Oilfield Protection of the Environment group, known as HOPE, formed by parish councils and village associations, has called on the Government to put strict checks on oil development to protect the environment.

HOPE is concentrating its efforts on Humble Grove, Hampshire's most advanced project. "It's one of the first, and there are going to be a lot more," said the group's technical adviser, Mr Michael Neal.

"It's a very big and we see ourselves as a guinea pig."

But the group is now faced with a third major find in Hampshire made recently by the American company Amoco at Larkhill, near Basingstoke.

Amoco is now waiting for the results of test drilling before applying to Hampshire county council for planning permission to proceed further.

It is not yet having any public estimates of the size of the field, but says: "It looks interesting."

Third time lucky
Amoco's find after two years drilling in Hampshire is seen by oilmen as an indication that the Weald Basin might be bigger than they thought.

The field is worth developing it will be a case of three time lucky for Amoco after drilling two dry wells in Hampshire at Hoe, on the Romsey Estate, and at Chilworth, near Basingstoke.

On the south coast of Hampshire and in the Isle of Wight, residents and yachtmen face the prospect of oil exploration in the Solent by the British

gas field on their doorstep will alter the character of the village on one of the most rural parts of London's "stockbroker belt". The company said it was still awaiting the result of its planning application to Surrey county council.

At nearby Chiddingfold, Conoco discovered in 1982 Britain's biggest on-shore gas field, containing an estimated 65,000 million cubic feet. The company has applied for permission to open a second exploration well against strong opposition from residents who have complained of noisy drilling.

Oil near motorway
Meanwhile, Conoco has discovered oil in Surrey on a site near the M25 motorway at Palmers Wood, Godstone, and has three test wells in operation. "It's the only place in Surrey where things are happening," said a spokesman.

Conoco has also found traces of oil and gas in East Sussex at Wadhurst, near Wadhurst, South of Tunbridge Wells. The company has sunk an exploration well and is just starting testing.

In West Sussex, Conoco has been meeting opposition from the Defence Group against Oil in Grafton and neighbourhood over its drilling operations in Baxters Copse, and has abandoned the site.

The main battle in Sussex has centred on plans by Carless Exploration to drill for oil near Ditchling Beacon on the Downs. The company has obtained planning permission from East Sussex county council for a drilling rig in a copse at Hyde Park Farm, a mile south of Ditchling Beacon. Its plans are being resisted by the Society of Sussex Downsmen.

The company says the rig will not be noticed among electricity pylons on the Downs and will come down after six weeks.

Planning battle
The company's applications have been rejected by Surrey county council after objections by the Pound Farm Lane Action Group formed by residents of the two villages and a village named Christmas Pie.

But the company has appealed against the refusal and the objectors face a planning battle at a public inquiry to be held at Guildford in January. They have started a fighting fund to raise £7,000 for legal costs.

In another part of Surrey, local residents are fighting Conoco's plans to drill for oil and gas near the village of Dunsfold, south of Guildford. The company has a site on part of Dunsfold airfield, used by British Aerospace for test flights of Hawker and Harrier aircraft.

The objectors fear an oil and

LETTERS TO THE EDITOR

PREJUDICE AGAINST THE CARAVAN

SIR—Mr J. A. Brooker (Nov. 12) puts forward arguments often exhibited out of prejudice against caravan owners, singling them out for criticism which can generally be applied to other users of the countryside and the roads.

One way of avoiding traffic hold-ups is to allow all road users to keep much the same speed. The Caravan Club recently tried to get agreement to lifting the speed limit for caravans to 60 mph. The Government declined.

I live alongside a main road used by many towed caravans during the summer and have not seen any jams caused by

them. But when I went to the New Forest some time ago, I expected that I was probably expected to delay traffic behind me. In fact for 40 miles I was held up by a small car which slowed to 30 mph at which point I overtook it, especially when it was in the lane, complicating my driving and compelling resort to lower gears. Whenever an opportunity arose to pass him, he speeded up to my legal limit, 50 mph. Had I slowed to allow car to overtake me they were the same delays from the driver in front.

Recently, I had occasion to drive along the same section of road, but without towing the caravan. I suffered the same delays and hold-ups, at the hands of two very large Post

Office vans. The real fault is that the road system is such that there are more stretches of main road where these cars cannot pass each other in safety for miles at a time.

As for overcrowding, towed traffic is times times away from heavy traffic flow. I have seen encounters with trucks and heavy traffic somewhere along its length at all times of day.

It is a case of live and let live. A simple motorist can learn simply by visiting sites observing the Camping Code. The latter to my knowledge is much better used than the Countryside Code.

R. P. FITTER

Swindon, Wilts.

Shock for the Japanese railways

SIR—We hear much about the industrial efficiency of the Japanese, and their famous high-speed "bullet" trains are held up as an example of their technological leadership.

So it comes as a shock to learn that in their last financial year, Japanese National Railways incurred a net loss of over £5 billion—considerably more than the cost to Britain of the Falklands War and the coal strike put together. The loss added to Japanese Rail-

ways' long-term debts of £85 billion.

Imagine what our Government would have to say about British Rail's efficiency if it were asked to fund railways losses here on such a scale!

Yet the Japanese are evidently prepared to accept such losses as an indirect subsidy to industry and as a means of avoiding even heavier expenditure on highways.

PAUL E. GARBRUTT

London, W.3.

Timeworn arguments

SIR—Mr Christopher Booker's article "Demolishing the Tudor false front" (Nov. 10) was an insult to the intelligence.

Approximately the four-hour television programme "The Trial of Richard III" by Mr Booker was a masterpiece of historical argument in favour of Richard.

Had he seen the programme he would have realised that the recently discovered evidence has long since invalidated the theories of Jacobites. They are embodied in his "Daughter of Time" which he supports so energetically. Perhaps he could find time to watch the sequel when the actual is appealed to the House of Commons.

SUZANNE AVERY
London, S.W.3.

Arthur translated

SIR—Your item headed "Red Christmas" (Nov. 14) was unfair to little Arthur, the Santa doll from Widdies.

Traditions may be drifting in this electronic age, but little Arthur's party-piece was not the socialist "Red Flag" but "Tannenbaum", a German folk song. Translated into English, it is called "O Christmas Tree".

LESLIE CAMERON PECK
Milton Keynes, Bucks.

Perverved Christmas

SIR—I travel up from Bromley South every morning and am a bit fed up to say the least, with suited gentlemen. I have never been for Women's Lib but I might just have well have been for all the good it has done me.

More often than not I have in stand morning and night, not too much anyway, and what really gets up my nose is when every grey, brown, blue, purple in sight gets up and makes it mad dash for the door when the train reaches Victoria.

Never a thought for the poor women who have been standing up for the whole trip; we are flattened in the rush.

It's the principle of the thing that gets me. If you have stood all the way wouldn't it be nice to be allowed to get off the train first; not a chance with the gentlemen (well that's what they call themselves) on my trains.

CLARE LAMBERT
Westerham, Kent.

Smokeless sport
SIR—Mr Roger Brierly in his recent letter thinks that the British Medical Association should direct its efforts towards influencing young people not to take up smoking in the first place.

This is, of course, why we want to stop tobacco companies from sponsoring sport in such a way that it is a potent influence in persuading young people to start smoking. Sport has survived well in the past without sponsorship from tobacco companies. There is no reason to suppose it cannot survive without it in the future.

L. D. J. HAYARD,
Sec., British Medical Assn., London, W.C.1.

Clash of steel
SIR—Jousting knights must have clashed at some 40 miles an hour. They must have been more rugged than we but what injuries did they suffer?

L. E. LANE,
Woking, Surrey.

Magic of numbers
SIR—I do not know whether the following example can be classed as a cognate anagram, but I find it remarkably appropriate that twelve plus one minus two equals eleven.

R. KITSON,
Bury St Edmunds, Suffolk.

Other letters—P18

CAREERS INFORMATION

BEING a non-scientist has its advantages when trying to understand the implications of a complicated scientific area on behalf of 16-18-year-olds currently walking the chemistry-physics-biology treadmill.

For instance: "Can you think of a way to illustrate how biotechnology helps people?" was one simplistic question I tried to answer. J. Pirt, in charge of the Microbiology Department at Queen Elizabeth College (QEC) in the University of London.

"How about me?" he immediately offered. "My diabetes is controlled by human insulin, cloned in bacteria—a standard biotechnological process nowadays."

In the past, insulin had to be extracted from beef and pig pancreases. But because the incidence of diabetes increases with age and we have an ageing population, there was at one time a risk that by the year 2000 the supply of animal insulin would have been insufficient to supply world demand.

"People are scared of the term 'genetic engineering'," said third-year student Pamela Kingston, of Norwich, "but it isn't something incredibly new and terrifying. It could make it possible to manufacture scarce products in commercially viable forms, which is a positive contribution to health care."

"Growth hormones," she suggested. "Antibodies, products like Interferon, large-scale, economic production of antibiotics. And—there's nothing new about modifying chemicals, and as far as working with microbes is concerned, there are very strict regulations as to what you can and cannot do," added Lindsey Barker, from Sheffield.

Lindsey and Pamela both came to biotechnology through "Clearing", having originally applied to do medicine. Stephen Osborne, from Epsom, and Ian Whitwell, from Blunham, in Dorset, the subsequently won a Barclays Bank Biotechnology Investment competition, started out as would-be veterinary surgeons. The medical implications of their degree course seem to have satisfied all four third-year students.

Some of the group I talked to had known about biotechnology and for it from the start—sometimes in the face of school opposition. "My school called it a 'Mickey-Mouse' degree compared with a hard science," recalled Adam Black. In practice, he found it an intellectually demanding course with wide applications. The 10 weeks of industrial or hospital

Shot in the arm for mankind

MARGARET KORVING on the opportunities for students of biotechnology

laboratory experience provided in the summer for QEC third-years alerts them to a wide range of career possibilities.

Linda Healey, from Dover, wants to enter forensic science; she worked for Wellcome Biotechnology, Stuart Hendry, who worked for Johnson Matthey Pharmaceuticals, is interested in the industrial production of antibiotics. Mark Downes, Chris Bennett and Ian Whitehall all want to do research and development work in industry, whilst Lata Patel and Irene Yap-Irene is an overseas student paying all her own expenses—want the emphasis on medical work, ideally in a hospital.

Several QEC students hope to follow their first degree with a post-graduate course for, to an extent, biotechnology is a multi-disciplinary subject that implies a constant learning curve. It involves biochemistry, microbiology, chemical engineering and economics in a somewhat unyielding package, with the focus of each degree relating to the university where it evolved.

"The kind of course you'll get will depend on the historic roots of the department offering it," said Prof. Pirt. "Biotechnology and microbiology courses in departments of universities which have medical schools often have a strong medical flavour."

"Microbiology courses that have grown up in biology departments tend to be more descriptive of the subject and go into areas like ecology. Courses connected with institutions

that have a strong food-science or biochemical or botany/zoology background have something of the flavour of their origins."

Warwick University, with the largest microbiology intake in the country, points out that biotechnology is an industry rather than an academic discipline though, from an outsider's point of view, it appears to be a "buzz-word" bridging the gap between scientific research and production technology. It is true that some disapprove of the term and deny the existence of first degrees that are highly relevant may give them another title, e.g. "Biochemistry and Microbiology."

Most of the QEC students I spoke to were interested in the medical applications of biotechnology, but there are worldwide job prospects well beyond the field of health care. A fascinating report "Biotechnology and British Industry" by Peter Durnill and Martin Radd of University College, London, was produced for the Science and Engineering Research Council (SERC). Here are some snippets:

"The products of (biotechnological industries) such as foods, vaccines, antibiotics and medical diagnostic materials will be in even greater demand as the world population increases by more than a billion in the next few decades."

"Biocatalysis could make a greater contribution to the production of fine chemicals and later to bulk chemicals, and to the economies in world energy consumption."

There are also opportunities in administration, accounts, sales and marketing, public relations, and so forth, and for some of these jobs qualifications in such disciplines as accountancy, business studies/marketing, are useful.

If you provide a large, stamped envelope, the A BTA National Training Board, Waterloo House, 11-17 Chertsey Road, Woking, Surrey, GU21 5AL, will send you careers literature and particulars of the YTS scheme.

My daughter has enrolled on a hotel and catering course but feels this is not really what she wants. We would like to know if there are any courses that deal more with cookery. H.C., Essex.

For anyone who wishes to become a chef in a hotel or restaurant, there are specialised full-time courses at the following colleges: Hotel School, Westminster, Victoria Street, London, SW1; Bourneville and Poole College of Further Education, North Road, Poole, Dorset, BH14 0LS; Colchester Institute, Sheepen Road, Colchester, Essex, CO3 3JL; Brighton Technical College, Pelham Street, Brighton, BN1 4EA; Huddersfield Technical College, New North Road, Huddersfield, W. Yorks, HD1 3DH; and Highbury College of Technology, Dovercourt Road, Colchester, Essex, CO1 2SA. The course at Colchester is described as a Diploma

For all that, Dr Durnill himself cautions against believing that this means there will be a large number of jobs for graduates. He feels that it is, and will remain, a competitive field of work. Prof. Pirt takes a somewhat different view, feeling that job prospects are good.

For entry—"Chemistry is essential and normally we get three A levels from chemistry, biology, physics and maths. Though we make CCC offers, our last two intakes had an A-level score of 11 points," says Prof. Pirt, echoing similar remarks from Dr Jenny Brown, admissions tutor at Warwick. Existing students also urge previous work experience. "Spend a year in industry before your degree," advises one. "And make it a process industry if you can," says another, who worked in rubber and plastics processing.

Courses in biotechnology or allowing specialisation in biotechnology are offered at a range of universities, including Birmingham, Kent (optional sandwich year), Leeds (QEC and UCL), Reading—a four-year sandwich course—and Warwick. In your applications, be guided by departmental research interests and sandwich or vacation placements. London, Kent, Reading and Warwick supplied detailed information on these; useful lead to possible career specialisations.

NEXT WEEK: Retail Management by Ruth Miller.

The Careers Information Service is maintained by Careers Intelligence. It is free to readers. Questions should be sent only to:

The Daily Telegraph Careers Information Service
121 High Street,
Berkhamsted,
Herts, HP4 2DJ.

A stamped and addressed envelope must be enclosed. Readers are asked to ensure their names and addresses are legible.

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in Advanced Professional Cookery, that at Brighton as a craft diploma in Professional Cookery, and those at Bourneville, Westminster and Huddersfield as being diplomas for chefs.

There are also courses offered by private cookery colleges but the fees are very high indeed. Normally, anyone at the age of 17 attending a course at a college of further education has to pay no fees. If the course is "out county", there usually has to be an agreement between the different local education authorities, but there should be no difficulty if no suitable course is available locally.

There are some residential cookery and domestic science colleges for girls, and advice on these can be obtained from the Gabbitt-Thring Education Trust, Broughton House, 6-8 Sackville Street, Piccadilly, London, W.1.

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• To have a professional qualification or degree preferably in a business/marketing oriented subject.
• To have competent RPIII programming abilities.
• To be aged between 25 and 40.
• To have a proven managerial record in a reputable organisation.
• To have imagination, determination, energy and initiative.

The position is subject to a 6 months trial period, can expect to be appointed a director within two years. The individual satisfying the foregoing conditions

A. F. W. Douglas, Newhall Publications, Ltd., Lords Bank, London W2 3JL. Please apply in writing giving full details to Mr. Liverpool L3 5NW.

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We are a major and profitable subsidiary of the highly successful Halm Group. The company manufactures a wide range of heating products for both the private and public sector, heat exchangers and heat recovery equipment. The present Board is being enlarged to allow the Company to embark on a programme of significant expansion. This has created a vacancy for a Sales Director to concentrate on heating products which include fan convectors and electric fan heaters.

Preference, unless you can convince us otherwise, will be given to a graduate, aged 30-45, with a strong background in selling products similar to heating products to a wide range of industries, probably including wholesale distribution. Experience in export markets would be an asset. The candidate must be able to demonstrate an ability to motivate and control a field sales force, achieve a substantial expansion of the business and become part of a dynamic team of Directors who operate with a significant degree of autonomy.

The generous remuneration package includes a negotiable salary, a bonus, a car, an employee share scheme and other important benefits.

Please write in strict confidence, giving full CV, to:

Mr. D.B. Palin,
Managing Director,
S & P Coil Products Ltd.,
SFC House,
Evington Valley Road,
Leicester LE5 5LU.

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SITUATIONS VACANT
BURY-OWN (Independent accountants and tax specialists) have a number of vacancies for qualified accountants and tax specialists. Do not apply under a cleaner heading.

GENERAL
A C.V. prepared by a professional.

BOOZELLE required by leading medical bookshop. This is an ideal opportunity for someone who wishes to learn the book trade as the job will combine all aspects of bookkeeping, including stock control, and some aspects of publishing. Excellent career prospects. Please write to the Manager, Bookshop, 225, Great Portland Street, London W.1. Tel. 01-581 2200.

ESTIMATOR with practical experience of cost estimation for building and engineering work. Must be able to estimate in detail. Please write to the Manager, 225, Great Portland Street, London W.1. Tel. 01-581 2200.

COST ACCOUNTANT
Manufacturers of valves and fittings require a cost accountant to assist in the preparation of cost accounts. The successful candidate will be responsible for the preparation of cost accounts and will be required to visit the factory. Please write to the Manager, 225, Great Portland Street, London W.1. Tel. 01-581 2200.

PROPERTY ACCOUNTANTS
Due to further expansion J.W. Estate Management Services require additional property accountants to assist in the preparation of cost accounts. The successful candidate will be responsible for the preparation of cost accounts and will be required to visit the factory. Please write to the Manager, 225, Great Portland Street, London W.1. Tel. 01-581 2200.

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FARMER'S DIARY

Well met by moonlight

THE farmer who enjoys meetings can fill his diary at this time of year. The end of autumn drilling and fields too wet to carry a tractor have brought an end to arable work; the cattle, not yet on full winter rations, do not take long to feed; and the evenings are too long and dark for anyone to be out much after tea time.

So National Farmers' Union (NFU) meetings, clubs and specialist societies compete for his spare time. In Devon recently, the landlord of The Bear was hard pressed to separate the Wiltshire Grassland Society from the local Friesian Breeders' group. Similar scenes are played out nightly around the country as chilly "function rooms" are readied for the farmers' committee men prize members from the bar.

The tradition goes back nearly 200 years. Founded in January 1783, the Canterbury Farmers' Club claims to be one of the oldest such organisations in the country.

The number of local societies increased sharply just after the Second World War when Ministry of Agriculture (MAFF) advisers encouraged their formation as a means of recording new techniques and methods. Aston Cantlow, near Stratford-upon-Avon, claims to have been the home of the first of these 41 years ago.

Through the Young Farmers' Clubs, meetings addicts can start to indulge their taste for discussion and debate at a tender age.

What drives a farmer from his fireside on a chilly evening and sends him down country roads and scuttling across a rain-puddled car park to an uncomfortable seat in a featureless hall? Is it the thought of

JAMES GLADSTONE on how a farmer can fill his hours during the long winter evenings

14 hours alone with his wife? No, many of the most successful clubs now encourage wives to attend.

Perhaps it is the thought that an evening at home will present a choice between another spasm of soap operas and taking the unpaid bills from behind the clock on the mantelpiece and doing the books.

The programme secretaries do their best to make the meetings attractive. Sometimes the speaker is in business, such as a banker on how to ensure your children can continue to run the farm after your death. At other times the meeting is pleasure, such as a theatre trip, skittles or a dance.

I believe it is the dread of paperwork that drives many people out of the house. Wet days and long evenings with no meetings remove the last excuses for not getting on with it. I know of no farmer who enjoys the ever-increasing office of the job yet few are prepared to let anyone else sign the cheques even if a secretary does the books and answers letters.

I like to do my own books, but begrudge the time it takes, so one of the invitations to meetings I was for a one-day computer seminar.

We already have a computer on the trout farm, but it is operated by my partner and I understand nothing about it except that it must be moved. It told us that we would make more money if we stopped keeping the fish until they were ready for the table and started selling them as fry to other

farmers. We obeyed. It seems to have been sound advice.

I would like to know how to ask it a similar question about other farm activities—but more than that, I would like it to analyse expenditure, record receipts, sort out the VAT, write out the cheques and put the water in the whisky.

When you have to keep track of the weights of several hundred thousand fish, the amount of food they eat and how fast they are growing, a computer is a near-essential tool.

Similarly, for those farmers who formulate their own feeds—for pigs for instance—from commodities whose prices are changing daily, then a computer will do the sums and tell them the cost per megajoule, or whatever it is they need, with unrivalled ease.

Even a large dairy herd, where you cannot know too much about each individual cow, her milk yield, calving date, breeding and rations, can use a computer. I am less sure that one is required for field recording although the computer companies would like to convince us that it is.

The companies try to justify the cost of their wares by putting a value on the time they will save you, but that does not work for farmers whose office work is generally done in the evening, so time saved at the books will only be spent in front of "Dynasty" or at more meetings. It is hard to value time passed at meetings; and it cannot be long before beef groups, sheep societies, quality cereal growers and the rest have to compete with the local computer users' club for space in the farmer's engagement book.

NOTEBOOK

Evening out, under arms

AND NOW" said the briefing officer. "here are the players for tonight." Players? A game? Here behind the tall fences of a tightly-guarded military camp, in a roomful of soldiers with blackened faces nursing their weapons?

But there is a big element of same-playing in the Northern Ireland security campaign. You know often enough who is planning to kill you but you have to wait until he proves it—prove in the tedious sense of court-room proof. And it is a war, although fought with real bullets, that happens in a place where most people, most of the time, are living happily at peace.

The faces of the "players for tonight" are flashed up on the screen, with names, usually addresses and car numbers too, and sometimes little anecdotes. One was involved in murder X and Y. Another needs no introduction—"we're meeting him all the time."

This was the briefing for a night patrol to be carried out by the Ulster Defence Regiment. The remarkable and very courageous character of this newest (and largest) regiment of the British Army is still not fully grasped on this side of the water and indeed is widely misinterpreted in Ulster too.

Briefings like this take place every evening throughout the year around the province. Most of these part-time soldiers have done a day's work already and may have come to their barracks to put on uniform and go off on patrol into the small hours of the morning.

The background of this particular UDR operation went back a few days. Children collecting wood for bonfire night had stumbled on an Armalite rifle, recently hidden, loaded and with an extra magazine taped to it. With it was a hood.

The hiding place was near what was clearly a classic spot for an ambush, a wood overlooking the entrance, the only entrance or exit, of a little housing estate. And living in the estate was an obvious potential IRA target, himself a UDR man.

In the present state of the terrorist campaign, the UDR is, notoriously, in the front line. To date, nearly 150 UDR volunteers have been murdered, mostly off duty. They represent in the unfortunate jargon of the trade, one of the "soft targets" now favoured by the IRA.

In any event, it was felt there was an urgent threat to the UDR man in this housing estate. The authorities had arranged to find him a new house. Colleagues in his company of 300 UDR were at this moment actually helping to paint up the new house. The patrol composed of other colleagues was planned in case the terrorists decided to have another go before he left.

Be seen, the platoon commander told the patrol, but



A vital part of the battle against terrorism in Northern Ireland is fought by part-time soldiers, under fire in more senses than one.

don't present a target. If a crowd should form, withdraw. One of the politically imposed rules on the use of the regiment is that it is not used for crowd control. Another rule, to allay fears of private enterprise against terrorists, is that they don't take part in covert operations in plain clothes.

We were dropped off in empty countryside under an autumn moon and set off towards the housing estate on the edge of the little town—a dozen of us, including two girls, the famous "Greenfinches". Another of the UDR rules is that Greenfinches go unarmed.

"A very bad area this," one of the girls murmured as we got near the houses. Just up the road, not so long ago, gunmen took over a house and shot a policeman who was on points duty dealing with traffic going to an agricultural show.

If there should be any shooting this time, the girls had every reason to be interested. Their job was to walk slowly, with lighted torch, among the parked cars, writing down registration numbers, to be fed later into the computer. The men crouched by walls and hedges, giving all-round cover.

A car drove up. A woman emerged with a clutch of children, dropped them at their home and drove off. The contrast between the sheer ordinariness, the normality of the place and the military firepower being deployed seemed almost ludicrous. Then one remembered the Armalite and looked at the wood across the road.

What can it be like to live on a housing estate, to bring up children, when armed men are liable to arrive and lurk by your dustbin? I think part of my answer to that question would be that, if it had to be, I should prefer soldiers with rifles to policemen with pistols. But I would find it difficult to spell out why.

The young men and women of this patrol, the eldest were in their mid-20s, certainly seemed as unaggressive, if that is the right word, as the extraordinary circumstances of Northern Ireland allow. Tonight they also seemed, very

properly and to the right degree, apprehensive. The kind of macho posture one has seen among, say, some Territorials in England, does not really fit this scene.

Now, sinister characters have infiltrated the UDR. And in the long folklore memory of Ireland much is made of the some very sinister characters in the old "B" Specials, abolished when the UDR came into existence. Nor has the UDR image been helped by the fact that six members await trial in connection with the deaths of two Catholics.

Precautions against unsuitable recruits are elaborate. "Vetting" is done by an independent organisation. Scouts from Loyalist zealots that some of their best men are rejected indicate that the authorities have probably got it about right.

We did another circuit of the silent estate, all-round cover all the time. An evening wasted? How do you ever judge whether a deterrent has deterred. Last Christmas, when shoppers in central Belfast went about the streets safely (in contrast to shoppers in Knightsbridge) part of the reason may well have been the patrolling carried out by the UDR along with the police.

We moved on to the main road to set up a road block.

This was not entirely routine. There had been intelligence reports that weapons might be moving around the district. One mark of the success of the security forces is that the terrorists are short of arms and have to share them out.

Back to the battalion headquarters, to the operations room. More Greenfinches moving flags on map and operating the radio links. "We sometimes play little games," says the operations officer. "We assume the opposition are listening in to our nets."

In the corner was the computer terminal. Car numbers are fed in as they come over the radio from the road blocks and the computer spews out an instant reaction from its memory, usually zero.

Then it comes out with a code that means something more. The road block is told to question the car's passengers.

Could provide the last piece in some jigsaw, somewhere, says the operations officer.

Nobody mentions that, anywhere else in the kingdom, all this gadgetry-aided surveillance would worry people who worry about civil rights.

Civil rights bring us to the large political issue which involves the UDR. Protection from bullets confers a not inconsiderable civil right. But the dangers the Nationalists see, or profess to see, is that the UDR could develop into the military wing of Protestant extremism.

There are powerful organisational safeguards against that. The regiment is knit into the Army structure: each UDR battalion has a lieutenant-colonel from a Regular regiment, seconded as its commanding officer. Operationally, its work (like the work of the Regular Army in Northern Ireland) is planned by the civilian police.

Nationalist criticism, is one thing. At the moment the regiment is more sensitive to criticism from quarters it ought to regard as friendly. It is said a useful bargaining factor in London-Dublin negotiations might be to offer to phase out the UDR as a sop to Nationalist sentiment. Again, in the Royal Ulster Constabulary there are voices saying that the UDR lacks the necessary professional standards when it takes on police work, and that the very fact that it is so much sought-after as an IRA target detracts from its usefulness.

The UDR might respond robustly that its lack of that kind of "professionalism" is a plus. Citizens willing to take on an extra job, a dangerous, demanding job, for reasons which appear not to be vicious, or self-indulgent, or mercenary, and carry it on not just for weeks or months but for years after long years... These are not qualities that a place like Northern Ireland can afford to dispense with.

MORRISON
HALCROW

WINE

English lesson

By DENIS MORRIS

IN "The Grape Pests," Ian Paget, of the successful Chisdown Vineyard at Chichester, describes how visitors, when asked if they have ever before tasted English wine, often answer: "Yes—and we poured the rest down the sink."

Interrogation, he says, shows "British" wine to have been "British" and usually a particular, well-advertised one at that.

"British" wines are not English wines nor vice versa. English wines are made from grapes grown in England (or Wales), are subject to various quality controls and are clean, fruity and usually dry.

Until recently English wines have been relatively expensive, largely because over the years Governments have been notably unhelpful to this fledgling industry which already contributes £3 million annually in excess duty and V.A.T.

At the bottom end of the scale lurk "British" wines which come from foreign concentrates or grape-must imported from countries where a profusion of low quality wine is grown. The alcoholic liquid is sold for as much as the quayside dare ask.

The increasingly high standard achieved by English wines is reflected in the comparative ease with which one can now buy them. That odd, fashioned virtue, patriotism, could be well served this Christmas if white wine drinkers (it have yet to enjoy a bottle of English red) buy a bottle or two of their own English or Welsh native wine.

Incidentally, Ian Paget told me on the last day of his meeting that the quality of his own and other English vineyards is excellent.

A comprehensive tasting of 78 claret given by Justerini and Brooks of St James's Street, London, reaffirmed their present quality and also served to introduce the firm's relatively inexpensive (£3-25) house claret. This is unusual in being allowed 18-24 months bottle age.

IN the opinion of Berry Bros. and Rudd, also of St James's Street, 77 clarets, which they now consider excellent value, never had much of a chance as they were quickly overshadowed by the more illustrious 78s. There are still many 77s about and this firm's range is a good one starting with a deep coloured typical Bordeaux superior Chateau La Tonnelle (£3-90).

TAYLORS are offering an unusual 10-year-old tawny port. This, they suggest, makes either an ideal aperitif served chilled (shades of not quite three-star French banquets) or as a digestif after heavy Christmas puddings.

It certainly makes a rare and heartening aperitif for a cold day, good luck for the car park at Twickenham or the Cheltenham Festival meeting. Recommended retail price £8-55 from top people's wine merchants Harrods or Fortnum's.

Also Unwins, Oddbins, Morris's Wine Stores (Midlands), Hvard Hughes (Leicester), Weavers (Nottingham), Bow Street Wine Vaults and Andre Simon (London), and Martinez of Ilkley, Yorkshire, that county of enthusiastic and knowledgeable port drinkers.

This is an advertisement for anyone who's never won on Premium Bonds.

From November there are 50,000 more winners a month. And the prize fund is increased to over £10 million a month.

COURT AND SOCIAL

Court Circular

BUCKINGHAM PALACE

The Duke of Edinburgh, a Trustee of the Council of St George's House, this morning attended the plenary session of the Muslim and Christian Consultation at St George's House, Windsor Castle.

KENSINGTON PALACE

The Duchess of Gloucester was present this evening at The Standard Film Awards, held at the Inn on the Park, London, W2.

Mrs Susan McGonigle was in attendance.

The Prince of Wales will open

Forthcoming Marriages

Mr J. F. Mumford and

Miss G. M. Harries

The engagement is announced

between Jeremy, elder son of

the Bishop of Truro, and Mrs

Peter Mumford, and Gillian, only

daughter of Mr and Mrs David

Harries, of Harpenden, Hert.

Dr E. Talamoni and

Miss S. S. Keating

The engagement is announced

between Emilio, twin son of Dr

and Signora A. Talamoni, of

Porto, Italy, and Sarah, daughter

of Dr and Mrs W. Keating, of

Salisbury, Wilt.

Mr T. Fosiades and

Miss S. K. Yeoman

The engagement is announced

between Theodore, elder son of

Admiral and Mrs S. Fosiades,

of Poros, Greece, and Sarah

Katherine, elder daughter of Mr

and Mrs Paul Yeoman, of

Buckinghamshire.

Mr R. P. Skelley and

Miss J. K. Billing

The engagement is announced

between Robert, elder son of

Group Captain and Mrs R. P. Skelley,

of Reading, Berkshire, and Joanne

daughters of Mr and Mrs J. A.

Billing, of Southampton, Hampshire.

Mr M. J. E. Watson and

Miss S. E. A. Grundy

The engagement is announced

between Michael, John Bannatyne,

son of Mr and Mrs J. A. Watson,

of Broadchamps, Wilt., and

Elizabeth, daughter of Mr and

Mrs S. S. Grundy, of Hongkong.

Mr M. R. Boyle and

Miss L. M. McElroy

The engagement is announced

between Michael, only son of the

late Mr J. R. Boyle and of Mrs

M. C. Beech, of Selindge, Kent,

and Laura, only daughter of

Major and Mrs A. C. McCloy, of

Farnborough, Hampshire.

Mr M. E. Thomas and

Miss H. M. Dyson

The engagement is announced

between Mark, elder son of

the late Dr J. Martin Thomas

and of Mrs P. Thomas-Ross,

of Newbury, Berkshire, and

Helen, daughter of Dr and Mrs

Eric Dyson, of Whitechapel Road,

Chickadee, Yorkshire.

Mr J. C. Glass and

Miss S. Brunsell

The engagement is announced

between John Campbell, elder

son of Mr and Mrs A. C. Glass,

of Claverley, Shropshire, and

Lesley, elder daughter of Dr

Mrs R. W. Brunsell, of Wilmow,

Cheshire.

WEDDINGS

Capt. E. L. S. Bolton and

Miss M. E. East

The marriage took place on

Saturday at St Mary's Church,

Piddletrenthide, Dorset, by

Canon Stephen Bolton, the

Royal Green Jackets, son of

Major and Mrs Stephen Bolton,

of Shildon, County Durham, and

Miss Claire Isabel Corneil-

Watts, only daughter of the late

Mr J. C. Watts and of Mrs

Watts, of Shildon, County Durham.

Mr C. R. Evans, of Chase End,

near Beaconsfield, Bucks.

Mr Colin Smith was best man.

A reception was held at the

Millersford Barn and Rectory,

Old Jordan, Shropshire, where

Mr P. J. Drury and

Miss C. Langridge

The marriage took place quietly

at Bolton Church, East Lothian,

on Nov. 14, of Mr Thomas

Watson and Mrs Katherine

Mill Irvine, of the Rev. George

London officiated, assisted by the

Rev. Harold Eggo.

SERVICE LUNCHEON

Maj. Gen. R. Lyon presided at

the 22nd meeting autumn

of the Royal Artillery Council

of Scotland, held at

Friday at Army HQ Scotland,

Craigmillar, Edinburgh. Guests

were:

Mr Alexander, Mr

Mr P. J. Drury, Mr

Mr P. J. Drury, Mr

Mr P. J. Drury, Mr

Mr P. J. Drury, Mr

Mr P. J. Drury, Mr

Mr P. J. Drury, Mr

Mr P. J. Drury, Mr

Mr P. J. Drury, Mr

Mr P. J. Drury, Mr

Mr P. J. Drury, Mr

Mr P. J. Drury, Mr

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The homing banknote...

GILLIAN REYNOLDS has a theory about

her fast-diminishing money supply

I've been having money troubles lately, the kind that make you wake up in the night and start shivering. They started when I got back from holiday and my mortgage repayment had gone up by £100 a month.

I couldn't believe it but said my Building Society, it was indeed perfectly correct that my half per cent. rise would mean a 20 per cent. difference to me. I was somewhat taken aback.

After all, if I'd asked for a mortgage that big when I started they would never have given it. Still, what can you do but try to find the money from somewhere.

So the domestic economy was squeezed. Youngsters of the household were severely warned of the necessity for lights to be switched off, toothpaste used until the very end of the tube and no loitering at the door.

Miracles of culinary invention involving half a tin of tuna fish were received, if not with rapture, then in a spirit of resigned acceptance.

You can imagine, therefore, with what joy the news of the one per cent. cut in mortgage interest rates was received in our house. All the banknotes and plans for fancy trout suits, the latest thing in training shoes and a certain kind of crew-necked sweater in a certain shade of blue with an eagle on the chest, were all set aside.

But in four months of doing hard sums and counting the change I have noticed something which, I fear, may mean that the mortgage payments going down will not solve all our problems. Strict analysis

of the household books proves that they really began when I got one of those cards that produces banknotes from a machine at the hours of the day and night.

Such cards are a wonderful invention. No more standing for hours in bank queues, no panic about getting enough money before half past three on a Friday afternoon to get us through the weekend. All you do is wait behind all the other users and when your moment comes, feed your card into the slot, tap out your number and send the machine a request for money.

Seconds later, out come warm new five and ten pound notes. The trouble is that these notes seem to disappear much faster than the ones that come out of a bank counter. One minute there are 10 pounds in the machine, the next they are gone.

At first I thought it was because they stuck together and I was giving them away in bundles where I would do. Not so, they were all accounted for, I'd picked them up again at once.

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DUKE OF SOMERSET

THE Duke of Somerset,

who has died aged 74,

gave up his Army career

to manage the family

estates, the title from his father in

1954, but taxation soon

deprived him of thousands

of acres.

He retired from the Army

as a major in the Wiltshire

Regiment after 22 years dur-

ing which he served in India,

Persia, and Burma. His duke-

dom, created in 1948, was one

of the most historic in the

country, second in seniority

only to the dukedom of Norfolk,

dating from 1648.

Percy Hamilton Seymour,

who became the 13th Duke, was

educated at Blundell's School,

Tiverton, and Clare College,

Cambridge.

He was a lifelong jazz fan

who had collected records since

he was a schoolboy. At Blundell's

he would play his favourite

records during prep with a

gramophone needle in a pen-

holder, quietly scratching out

the music so that no one else

could hear it.

As well as jazz, the Duke

loved shooting, watching cricket

and racing cars. He belonged to

the M.C.C., Sussex C.C., and the

British Automobile Racing Club.

Magic circle.

The Duke and his family lived

in a Queen Anne house at

Maiden Bradley, near Warming-

ton in Wiltshire, the seat of

the Somersets since 1710, on

land given by Henry VIII in

1537.

The Duke's father, president

of the Royal Air Force, was an

amateur conjurer for 50 years,

made over to him most of the

15,000-acre family estate two

years before his death.

But the settlement could not

escape duty because it was made

within the five-year limit then

necessary.

Soon after his father's death

the 18th Duke sold 2,500 acres

of the Maiden Bradley estate to

meet duties. Seven tenant far-

mers bought the holding for

£100,000.

Another 2,500 acres were sold

to sitting tenants a year later.

In 1975 the estates at Maiden

Bradley and Berry Pomeroy in

south Devon amounted to

25,300 acres. Death duties cut

this to 6,755 acres.

The Duke married in 1951

Miss Gwendoline Thomas, of

Bude, daughter of Major J. C. C.

Thomas, who was wartime

driver in the WRNS and then

worked in the Foreign Office.

They had two sons and a

daughter, their heir being Lord

Seymour, who is 31.

J. SANDFORD SMITH

James Maberley Sandford

Smith, who has died aged 82, was

MAKING A LOOK ROUND THE STORES AT WHAT'S WARM AND COAT-SHAPED



LEFT: the clean-cut, uncluttered lines of Armani grey wool coat, also in navy or black, £235; Prince of Wales check wool trousers, also in brown check, £75; collarless cream shirt, £35; all in sizes 8 to 16 from Armani, New Bond Street, London, W1. RIGHT: the mannish coat in grey wool tweed £75, sizes small, medium and large; black and white

check trousers, £26.95, both in sizes 10 to 16 from all branches of Laura Ashley where you can also find the red lambswool scarf £7.95; brown felt hat £26.95, white cotton shirt £16.95, tie £2.95, all from Fenwick; Argyle socks from a selection at branches of Sock Shop, black patent lace-up shoes £39.99, from Hobbs, South Molton Street, W1.

Pictures by KENNETH MASON.

WINTER'S BIG COVER UP...

BIG and mannish are the adjectives that best describe this winter's bumper crop of warm coats.

Over-sized masculine shapes predominate, often with something of a dandyish air about them, too. These are the coats that make the perfect topping to boyish trouser suits, long lean skirts and huge tunic-style over-shirts.

Big bold black and white blanket check for a fashionably-big coat at a bargain price, colour only, size 10 to 14, £59; fake fur hat £9.95; shirt £16.95; brooch from a selection, all from Fenwick, New Bond Street, London, W1.

Blue/grey herringbone tweed for a wool mix with a classic mannish cut, also in plain rust, sizes 10 to 14, £75.99; cream acrylic sweater with detachable cowl collar £23.99; both from Solo, 82 King's Road, SW3 and branches throughout the country; caramel felt hat £12.95 and fingerless wool gloves £3.95, Fenwick.

BY ANN CHUBB

A STORY IN HEMLINES

LOU STILLITZ, who started Cor-ray 50-odd years ago, has certainly seen a few changes in the skirt business. "When there's a threat of war, skirts always get shorter," he said.

The good news is that skirt hems are definitely on the down these days. Cor-ray's latest are a good 78 centimetres (31in) length.

The skirts are exquisitely made (they call it bespoke manufacturing), for much of the work is still done by hand in Cor-ray's delightful Art Deco factory in Enfield.

Cor-ray's main problem is that its skirts are of such high quality that they tend to last too long.

Current winners in the autumn range pictured are: near right: new-length skirt with Thirties kick pleats, in black and white Prince of Wales check, sizes 10 to 20, £56, from Harrods and Jenners of Edinburgh; silky white skirt is polyester crease-de-chine, sizes 10 to 18, £29.50, from Harrods, Knightsbridge, SW1, and Eaden Lilley of Cambridge; far right: slim brown herringbone skirt is pure wool, also in green or mauve, sizes 10 to 18, £35, from Selfridges, Oxford Street, London, W1, and Jenners; tan shirt-in-wool/polyester mix, sizes 10 to 18, £28.50 from Harrods and Jenners. Shoes and bag from Next; branches, other accessories from Liberty.



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OVER 450 STYLISH FURS + FABULOUS CREDIT OFFER

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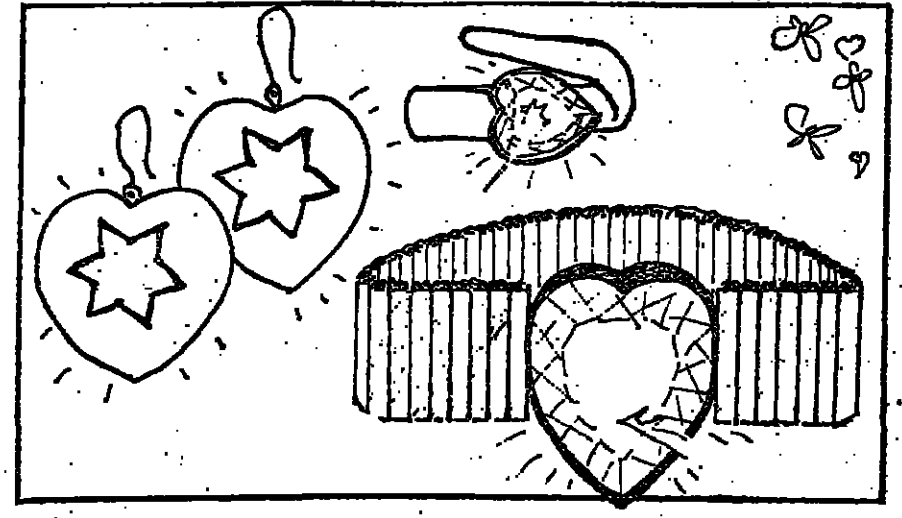
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SILK BLOUSE
DIRECT FROM CHINA

Exquisitely made with 100% Chinese silk and attractive flower and butterfly hand embroidery. Hand-wash for easy care. Grey, Pink or White with self-embroidery.

Sizes 34 to 40

To order, send name, address and amount to: P. K. LUK, Dept. DT3, 199 Victoria Street, London SW1E 5NE or at West One Shopping Centre, Oxford Street, W1.



LIGHT HEARTED

THE RETURN of bold, chunky jewellery creates problems for those who like to wear the real thing, with prohibitive prices and security risks.

And it is not just those who believe they are not wearing jewellery unless it is real "rocks"—there are many women who find their skins develop a painful allergy to white metal or gilt and who cannot afford silver or gold pieces in fashionable sizes.

One solution, called "bridge" jewellery in the United States, is a direct compromise. Designed to be fashionable, but not extreme, it uses semi-precious stones which are not too pricey even when chunkily cut, with real silver and 18-carat gold-plating.

Recently arrived in Britain from the Continent on these lines are Foli Follie, who now has two shops in London, in New Bond Street, W1, and Beauchamp Place, SW3, with plans for more across the country.

A heavy, opulent look is achieved by using convex, often rounded, shapes of silver which are hollow inside for economy. For gold styles, this is plated with 18-carat and often the two metals are used. An added bonus is it is light to wear.

This season's motifs are hearts and stars. Sketched left to right: fat, convex silver heart earrings with gold-plated stars £35, shaped silver ring with crystal heart £66, silver expanding bracelet with large crystal heart £100. All from Foli Follie branches.

Sketch by Liza Hadjilaki

HANDING OUT STYLE WITH A MANICURE

TRYING out a new hairdresser can be a nerve-racking business and, too often, one of trial and error. So, applause, to Heinz Schumi, who has had the bright idea of ensuring that the stylists at his newest London salon, at Fortnum and Mason, are manicurists as well.

This way you can book a manicure (it costs £7.50) and talk over the possibilities for a new hairstyle, colour or perm with the stylist in a leisurely fashion, which will also give him or her time, too, to assess your lifestyle as well as the colour and texture of your locks.

The salon is Schumi's sixth in London and offers trichology and beauty treatments as well as hairdressing, plus, of course, the famous computerised colour system which he pioneered. With this you choose from no fewer than 200 shades, plus 6,000 permutations. The colourist feeds in your choice and details of your original and current hair colour for a perfect personal recipe.

A.C.

SUPERB SCOTTISH KNITWEAR

By leading Hawick manufacturers at fashionable prices!
By return post in time for Christmas.

THREE CLASSIC STYLES IN 100% PURE CASHMERE

DIANA Ladies turtle neck long sleeve pullover. £37.95

CATHY Ladies round neck long sleeve pullover. £38.95

CORA Ladies V-neck long sleeve pullover. £38.95

Colours: Navy, dark brown, dark green, red, grey, light grey, thermal grey, grey, unbleached linen, red, burgundy, navy, dark navy, yellow, dark red, natural blue, natural, beige, camel, white and black.

Size 34-42

All styles available in 2-ply lambswool. £17.30

CLAIRE Ladies long sleeve V-neck cardigan (no pockets) in 100% pure cashmere. £44.95

Colours: Navy, camel, dark brown, natural, red, green, forest green, light grey, white.

Size 34-42

Available in 2-ply lambswool. £49.50

Colours: Navy, dark brown, dark green, red, grey, light grey, thermal grey, grey, unbleached linen, red, burgundy, navy, dark navy, yellow, dark red, natural blue, natural, beige, camel, white and black.

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Bishops' reminders to our politicians and economists that they do not seem to have made a very good job of things would carry more weight if the Church had been more successful in instilling into the population at large Christian virtues, without which just social and economic provisions are so much harder to achieve. The Bishop of Durham, the Archbishop of Canterbury and others would also do well to reflect that it is the meek whom the Gospels bless, not the naive.

could we not all get down to discussing what ought to be done to alleviate human misery now without creating more in the future, and could we not all, in a spirit of charity, pay some sort of courtesy to the motives of those who disagree with us?

The next suggestion from the critics' box is that we should seek to shrink the labour market.

The former Prime Minister, who represented Stockton-on-Tees from 1924 to 1929 and again between 1931 and '45, was there to attend a dinner given belatedly to celebrate his 90th birthday, his earldom and the 60th

Hi!, called up at short notice to take the role of Ben—played in the film of the show by Lee Marvin—planned his afternoon with some care. He was at the Edgar Street ground to greet the visiting chairman and team, crossed to the Nell Gwynne theatre to make up and go on stage,

Morning after...
THE Awdiscombe Inn in Honiton is advertising in PULMAN'S WEEKLY NEWS for a "Girl Friday." It says she is wanted for Saturday lunchtimes.

Eventually, all links between trade unions and any political party should be made illegal, so that unions keep right out of politics and stick to their only legitimate task of seeking to protect their members' working conditions.

Is this the face of an alien civilisation that invaded Mars?

By ADRIAN BERRY Science Correspondent
PHOTOGRAPHIC evidence of what may be the relics of a vanished civilisation on Mars is to be presented next month by a team of American scientists to President Reagan's science adviser.

This evidence includes a mile-wide rock apparently carved in the perfect semblance of a human-type face and several pyramids arranged symmetrically in what appear to be the remains of a city.

All the objects are located in the Cydonia region of Mars. The "face" is at 41 deg. N. and 9 W. The American scientists hope to persuade the Government of the desirability of sending a joint American-Soviet mission to the planet to investigate the evidence before the Russians decide to do it alone.

Viking's photographs

The research has been expanded to include the Congressional Research Service in Washington and a group of many different fields of expertise from the University of California.

The photographs were taken in 1976 by the orbiting American Viking spacecraft, but because the craft has many thousands of pictures, until recently nobody took the trouble to examine them in detail.

The space community is strongly divided over whether the objects are artificial or are merely freak creations of nature.

The NASA photographs, taken from approximately 900 miles, are freely available and have been discussed in papers by two scientific groups, Mars Research of Glenn Dale, Maryland, and the Independent Mars Investigation Team, of Oakland, California.

Processing of the picture of the "face" by the Maryland group has revealed details of its left side which in the two photographs were hidden by shadow. These show a left eye socket, a pupil, an eyeball, and a continuation of "hair" around the forehead of the face.

Warm, wet planet

In the opinion of Mr Richard Hoagland, organiser of the California team, these discoveries "effectively eliminate" the idea that the face is a "trick of lighting" and points to it being the result of artificial construction.

Mr Hoagland said that if this was the case, the objects would have been constructed at least

are planning, in addition, a manned mission to fly in orbit around Mars have been revealed recently by Dr Harrison Schmitt, a former American astronaut who has walked on the Moon and served a term in the Senate.

Dr Schmitt pointed to the existence of a huge launching rocket, nearly as big as the old American Moon rockets, seen recently at the Baikonur cosmodrome during a flight last year of the American space shuttle.

He suggested that to mark the 75th anniversary of the Bolshevik Revolution in 1982, the Russians would like to have a "space spectacle" that would have a stunning prestige effect on world opinion.

A still more ominous possibility is that the aliens, if they existed, may have left something potentially deadly on the surface of Mars.

'Library' legacy

If they created the "face" to attract attention, they might also have left a "library," a store of technological information such as would have been amassed by a star-faring civilisation.

This, of necessity, would be of so advanced a character that it would compare with a description of our own civilisation as seen through the eyes of people of the Stone Age.

The fear is that, if the Russians were to get hold of this information before the West, they might be able to use it to conquer the solar system and dominate their rivals on Earth.

"Unusual Martian Surface Features" by Vincent DiPietro and Gregory Molenaar, Mars Research, P.O. Box 284, Glenn Dale, Maryland 20769.

"Preliminary Report of the Independent Mars Investigation Team: New Evidence of Prior Habitation" by Richard C. Hoagland, 331 62nd Street, Oakland, California, 94618.

BOOK PRIZE FOR AUTHORESS, 74

By Our New York Staff
Harriet Doerr, 74, who began writing eight years ago to fill the void in her life left by her husband's death, has won an American National Book Award for her first work of fiction, "Stones for Ibarra". She returned to college in 1976 and "took a writing course to see how I'd do," she said. Her book is about a wife's ordeal in dealing with death, and what she learns from the inhabitants of a Mexican town.

BIG BOND WINNERS

Winning numbers in the weekly draw for £100,000, £50,000 and £25,000 Premium Bond prizes were: £100,000 22ZW 356676 (Bournemouth); £50,000 21VK 657548 (Cornwall); £25,000 102B 457080 (Cambridgeshire).



The mile-wide "face" on Mars. Imaging techniques have revealed details of the left side of the face that are hidden in this picture—an eyeball, an eye socket, a pupil, and a continuation of "hair" around the forehead.

Shuttle triumph revives Nasa's hope of space station

By TONY ALLEN-MILLS in New York

SPACE officials are hoping that the satellite rescue mission triumphantly accomplished by the Shuttle Discovery last week will reinforce their efforts to obtain the go-ahead for a permanent station in space.

Existing plans for a space base costing at least \$8 billion (£6.5 billion) have come under heavy fire, with critics complaining that the project can't be justified on scientific, economic or military grounds.

Although President Reagan has expressed support for the idea, a Congressional report out last week said there was "no compelling, objective case" for accepting either the costs of or the public need for a space station.

The National Aeronautics and Space Administration argues that the construction of a major space platform to house a wide range of astronaut activities is essential to carry America's space programme towards the 21st Century.

But the Congressional study concluded that Nasa had failed to determine just what the space station might be used for, and of what benefit it would be to the public.

Outside concern

"How can the U.S. people and Government justify, today, continuing to make such truly great and continuing public expenditure, on space-related matters perceived by most of our general public as lying well outside the mainstream of their personal interests and concerns?" said the report from the Congressional Office of Technology Assessment.

main reason Nasa is pursuing the project so ardently is to keep its battalions of engineers and scientists in work now that the Shuttle programme is running smoothly.

"Because the nation does not have clearly-formulated long-range goals and objectives for its civilian space activities, proceeding to realise the present Nasa space station concept is not likely to result in the facility most appropriate for advancing U.S. interests into the second quarter-century of the space age," the study said.

But Nasa remains convinced that a space station is the next logical step in the American space programme. The exploits of Discovery's crew before they returned to Cape Canaveral on Saturday did this dream no harm.

Nasa's most valuable ally in the space station project is President Reagan, who has supported it in the past. But critics note that he is committed to reducing the budget deficit, and he may be forced to decline huge funds for the space station programme.

Calling Earth in AD 12,000

By RICHARD BEESTON in Washington

WAYS of communicating warnings to inhabitants of the Earth 10,000 years from now about the radiation dangers from nuclear waste dumps which will remain toxic for 300 generations, are being considered by the United States.

Permanent burial grounds for fuel cells and obsolete weapons are to be chosen in six states by the Department of Energy under the 1982 Nuclear Waste Policy Act.

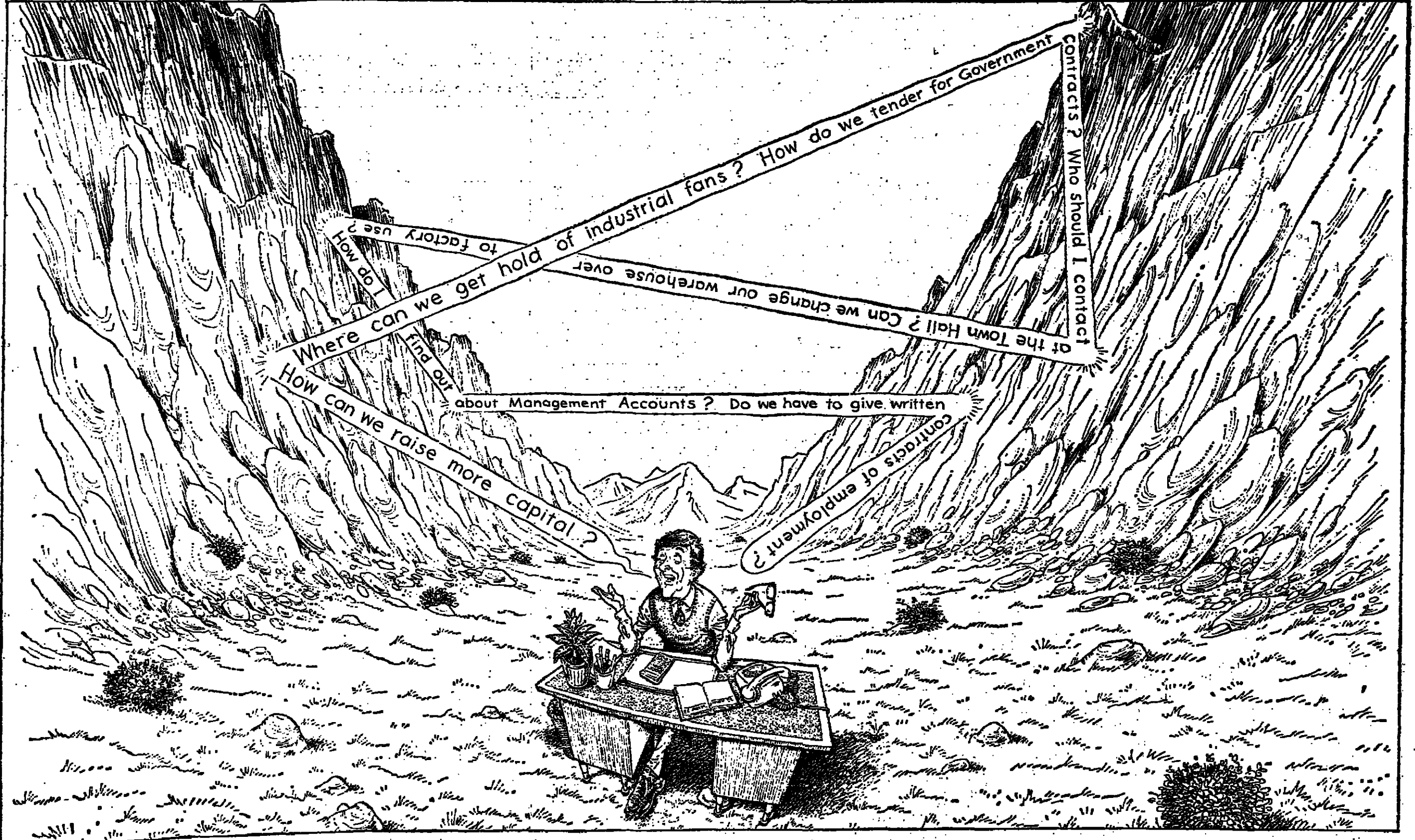
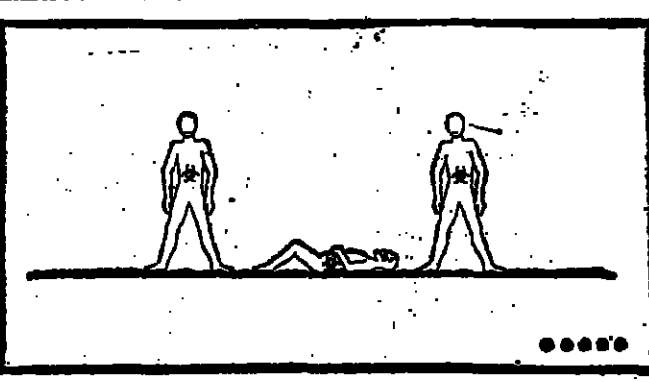
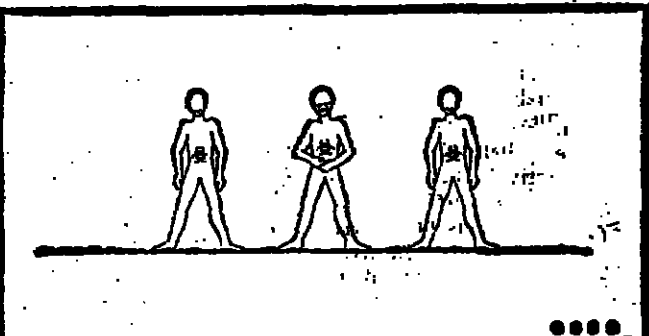
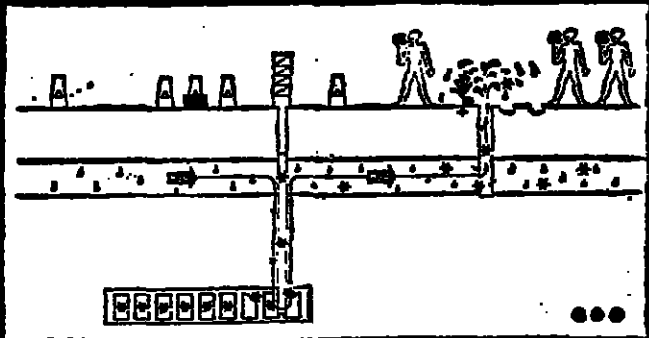
But the Department fear that present-day language will be incomprehensible in AD 12,000.

To overcome this, the Department is considering non-verbal warnings as well as creating a

"Stonehenge" ring of granite monoliths around the dumps. The oldest writing known today is on ancient Sumerian clay tablets dating back 3,000 years. But the cave drawings in Lascaux, France, go back 10,000 years and similar graphic images may be used as warnings.

One proposed cartoon sequence shows three stick-figure humans above a dump site. One drinks water from a spring and is sick and dies while the others flee from the area.

One problem has been defining what changes will occur on earth over the next 10,000 years and what kind of creatures will be around then to receive the warnings as well as creating a



If you've ever asked yourself these questions, now you can ask someone else.

You may not know it, but on your desk lies the answer to quite a few of the problems that crop up in a small business. It's called a phone. Just pick it up, dial 100 and ask for Freefone Enterprise and

you'll be in touch with someone who can give you unbiased information - yet asks nothing in return. The Small Firms Service was set up by the government to help enterprising people

become more successful. And we're here to help you find out anything from where to find skilled people, to who can supply a spare part for a machine. It costs nothing and we hope you'll find

our service very valuable. And in case you're wondering why anyone should be so keen to do this for you, we happen to believe that small businesses that grow are going to make a bigger and

bigger contribution to Britain's economy. **Small Firms Service** FREEPHONE ENTERPRISE A SERVICE BY THE DEPARTMENT OF TRADE AND INDUSTRY

INVESTMENT & BUSINESS

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the dimes to
Christmas

CONTRARY to popular belief, cheap foreign imports will not be the only factor that could force United States retailers to keep a lid on price increases during the Christmas holidays.

America's consumers, long considered a spendthrift, brand name bunch, have become what is known in the retail trade as "price sensitive," according to Sandra Shaker, a consumer economist at Chase Econometrics.

"There has been a profound shift in buying patterns over the past year," Mrs. Shaker believes. "Despite this very strong two-year long recovery, people remain much more sensitive to price than they normally do when economic times are good."

This autumn, America's clothing industry found out the hard way that consumer price sensitivity means sales.

The clothing market in the second half of 1985 and into early 1986 had a period of phenomenal growth in sales, double digit rates of gain quarter after quarter, said Mrs. Shaker, who is considered a foremost authority on the subject.

"During that period of growth, there had been flat and even declining real prices for clothing. Then, all of a sudden, this summer, prices started creeping up and demand collapsed."

America's clothing retailers learned fast, however, and early signs indicate that during the Christmas season sales will be brisk as stores attract consumers with price discounting and promotional gimmicks.

The clothing industry will not be the only retail sector boosted by Christmas sales. Mrs. Shaker predicts that furniture and appliance sales will pick up modestly during the holiday season.

"Appliance and furniture sales, particularly the latter,

THE
AMERICAN
INTERVIEW

were terrible this summer," she notes. "But interest rates are easing and home sales have picked up in the last month. It should be a good season, though sales will certainly not revive to the extraordinarily good pace of the first half of this year."

Detroit, too, should benefit during December, Mrs. Shaker believes as sales during September and October were artificially depressed because of strikes and consumer preference for luxury cars hampered the industry's ability to produce enough to satisfy demand.

"Domestic car production has been stepped up and we should have more of the cars the consumer demands," Mrs. Shaker explains. "November and December car sales will definitely look better."

But computers and toys are expected to be favourite. Educational toys could do particularly well.

All in all, Mrs. Shaker expects that this Christmas will be a good one for almost all the United States retail sector. That would certainly be welcome news. America has had both feast and famine this year and concern over what the holiday season holds in store has prompted more nervousness than usual.

Last week the government report that retail sales dropped 1.1 p.c. gave rise to increased concern that the industry could be in for a rough ride during the Christmas season.

But Mrs. Shaker, joined other United States economists, who are convinced that the October decline in retail sales will be offset by an improvement in November and December.

She is quick to point out, however, that while the December boom may lift profits, the outlook for the start of the New Year and beyond is not encouraging.

"During the first half the outlook is for much slower and probably erratic growth in consumer spending," Mrs. Shaker says. "The overall slowdown in the economy will take its toll on sales and the modest improvement we expect in December will probably prove short-lived."

Lauren Chambliss

Interest rates
in line for
further cuts

By ROLAND GRIBBEN

FURTHER POINTERS towards the lower interest rates are expected this week after renewed falls in money market rates and figures showing Government borrowing levels in line with the revised £2.5 billion target.

The stock market is also anticipating a reduction and observers are predicting a new index peak will be tested, with the help of a successful British Telecom launch.

The 30 index closed 8.4 up at 320 on Friday, only 4.3 below the all-time high set on Tuesday. Mr. Lawson, Chancellor, encouraged the hopes of another base rate cut in last week's autumn statement and helped set the score for what is expected to be an over-subscribed Telecom issue.

Money market rates have eased further with the three-month interbank rate down from 9 1/2 p.c. to 9 p.c. at close on Friday. Treasury bill rates were also lower.

But the Bank of England is taking a more cautious approach and so far is refusing to provide the crucial signal by reducing its dealing rates.

The public sector borrowing requirement is increasingly reflecting the costs of the miners' strike, but the latest increase has done nothing to dampen hopes of another half per cent fall in interest rates.

Borrowing was up by £448 million in October, taking the total in the current tax year to

£7.67 billion, well above the £7.25 billion originally forecast but in line with the Chancellor's revised estimate.

Mr. Lawson is budgeting for a miners' strike bill of £1.5 billion. Last month's rise reflected increased borrowing from State corporations to cover the strike costs but Treasury officials say that the initial tranche of the Telecom flotation and the speed-up in value added tax payments on imports will provide a substantial income cushion for next month's borrowing.

Government revenues in the first seven months of the financial year were up by 10.5 p.c. to £51.9 billion while spending was 8 p.c. higher at £58.3 billion.

Sterling remains unaffected by the prospect of lower interest rates although the pound lost ground against the dollar on Friday to close at \$1.2855 with the effective index down 0.1 to 76.4.

Stockbroker W. Greenwell in his latest monthly bulletin today argues that the Chancellor is dangerously dependent on a volatile exchange rate in the revenue forecasts outlined in last week's autumn statement.

"Even if his stated assumptions turn out to be correct, however, there is still the problem that a sequence of tax cuts will be underpinned by a programme of asset sales and a temporary peak in oil revenues," they add.

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Most of October's money came from the £110 million sales of income bonds which still pay 12 1/2 p.c.

Although two very good months preceded October's £58.7 million sales, the previous two months had both seen outflows. And with the £198 million of rolled-in interest income, the £258 million contribution to funding just exceeds the monthly average necessary for National Savings to meet its government-set target of £5 billion in the year to April.

So far, with seven months of the financial year gone, National Savings has achieved £2.5 billion of its target, putting it slightly ahead of schedule. Savings in all the different accounts totalled £28.7 billion at the start of this month.

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LOMBARD STREET

AFTER THE REFORM BIG BANG

By Christopher Fildes

LIGHT blue paper, and stand clear... That thought plainly inspires the choice of light-blue paper, for the Bank of England's charter of reform for government stocks. Fireworks, certainly. A big bang is guaranteed. But what then? Golden Rain? Those who get too close may find that they have set off a Mine of Serpents.

Peering through the darkness at the sputtering fuse are two small groups of people. Some though-busy in the City for many years, are seldom seen or recognised outside their special habitat. Others are better known in New York, though behind their Transatlantic expressions, City faces are there, too.

The first, the Stock Exchange money brokers, have been disconcertingly likened to the birds which perch on crocodiles' teeth. They are six stockbroking firms who, alongside their ordinary business, lend to the stockjobbers, the dealers — lending them either stock or money.

A jobber who expects the market to rise will take stock on to his books, and finance it by borrowing money from these specialist brokers, who in turn will borrow from the banking system. If he expects the market to fall, he will go short, selling stock which he does not yet own. To meet his bargains, he will need to borrow the stock — again, from the broker, who in turn borrows it from one of the big institutional investors.

Come the explosion, though, and the jobbers will vanish. Instead, government stock will be traded by market-makers, who will have the jobbers' present privileges of tax treatment and access to the Bank of England. Any honest and competent business may be a market-maker, if it is willing to obey the rules and run the risks. Equally, any honest and competent business may be then by a Stock Exchange money-broker, lending to the market-makers — subject to the rules and risks, and to one more condition. It will need to show that it has the support of the market-makers.

Come the explosion, too, and London will find itself with I.D.B.s — initials which have hitherto stood for illicit Diamond Buyers, or busters of De Beers' cartel, but will now mean Inter-Dealer Brokers. The I.D.B.s will provide the electronic network which will allow the market-makers to deal with one

another, bypassing the Stock Exchange trading floor. Again, any honest and competent business may be an I.D.B., subject to the rules and risks — and, again, subject to the needs to show that the market-makers support it.

This is the clause that matters. It provides the makings of an outbreak of lobbying and rebuffing, pushing and pulling, buttering and blackballing, worthy of an even better club.

Take the money-brokers' club first. The six present members can fairly claim that in their part of the City, any number of things could have gone wrong, and nothing visibly has. Borrowing and lending hundreds of millions of pounds worth of stock is an anxious business in itself. It could be a royal road to tax evasion on dividends (one reason why the road is strictly policed). It requires detailed knowledge of other people's most secret business — which institution holds which stock, which jobber has decided to sell short. It can only be done, and it is done, on a footing of absolute trust.

The I.D.B.s, too, when they get going, will have access to the market's secrets. They will see the whole pattern of dealing passing across their screens. A main purpose of their system is that one market-maker can sell through it, and another buy, without either knowing who the counter-part to the deal is. But the I.D.B. will see who both are.

In New York, five I.D.B.s now link the dealers in United States government stock. Three are subsidiaries of City firms, and the

other two have strong London connections. Mercantile House, Exco, Mills & Allen, the three biggest inter-banking broking groups quoted on London, each own an I.D.B. Two other London inter-bank brokers, Charles Fulton, and Tullett & Tokyo, have alliances with I.D.B.s, and Tullett has already declared that it wants to have an I.D.B. for the London market. These five must all be probable candidates.

Some of them are certainly wondering whether they want to be Stock Exchange money-brokers, as well. There is no exact equivalent in New York, but they come close to it. The present Stock Exchange money-brokers ask themselves, more hesitantly, whether they should try to be I.D.B.s. Those who now are neither would find the transition harder to make. To set up an I.D.B. network in London, from scratch, is now costed at £22.5 million. The money brokers believe that their knowledge of the market's wrinkles and the fund managers' foibles is something which no millions could buy.

Already, though, the prospect is of a gilt-edged market with more aspirants than business. Fifty-odd firms now hope to be market-makers (though 37 suffice for the much bigger and faster growing market in New York). Simply wholesaling stock would not earn a living for half that number. They will have to take views on the market, going long or short — which means business for the money-brokers, provided their systems are safe against their clients' probable misfortunes. But the new rules will require

money-brokers to keep their capital separate from that of their parent firm, and they will need plenty, and now can only guess what it can earn. As for the I.D.B.s it is being said that on a line through New York-London could support three, or maybe four.

If the market-makers, then, will be cutting each others' throats, what will they do to each others' candidates? Money-brokers and I.D.B.s need their backing — they must, as the light blue paper puts it, satisfy the Bank that a broadly-based demand for their services exists among the gilt-edged market-makers.

The catch is that some of the candidates — two or three of the six present money-brokers, one or two of the five prospective I.D.B.s — will belong to groups which also own a market-maker. That spells a contested election.

The first blackball has already been cast — by Gordon Pepper, whose firm, W. Greenwell, means to be among the market-makers. Money-brokers, he said, would have sensitive information about market-makers' business, and there was common ownership. "Gilt-edged market-makers might be extremely wary about channelling business through the money-broker." That went for I.D.B.s, too, and Mr. Pepper hoped that the leaders in both fields would stay independent.

Others put these fears more frankly. In the fierce markets ahead (they say), with margins pared to nothing, the pressures within a big group might be stronger than the stoutest Chinese wall of secrecy could resist.

Rubbish, say the candidates. Their business has always depended on trust, and if they had not earned it and did not continue to earn it, their doors would shut. In the new markets, their actions would be instantly visible, both to their customers and to the Bank. An I.D.B. foolish enough to play favourites would leave its trail across its screens, and could say goodbye to its £22.5 million investment. The money-brokers, too, would be out of business in a minute, if anyone thought theirs were the sort of Chinese walls which (as the Chancellor so nearly said) have chinks in them.

Fascinating times lie ahead. One thing is sure: the Bank of England has not attached its light blue paper to a damp squib.

Major reshuffle
at Guinness Peat

TOP LEVEL changes at Guinness Peat, the banking and insurance group, will be announced today amid denials about a fresh boardroom row and a split between executive and non-executive directors.

Albert Frost, non-executive chairman of Guinness Mahon, the parent bank, said he was not involved in the reshuffle. He said the group was "in a state of flux" and that the reshuffle was "a necessary part of the process of restructuring the group."

Lord Croham, Guinness Peat non-executive chairman, will take over as head of the bank with Alastair Morton, group chief executive moving in to executive deputy chairman and Bruce Ursell moving up to become managing director of the bank.

Non-executive directors at Guinness Peat are said to have opposed the integration move and attempted to prevent Mr Frost and Mr Fenhalls being ousted but other sources say the parting has been amicable.

Textile industry
output drops

THE TEXTILE industry's recovery was arrested in the third quarter with production and deliveries down on the same period a year earlier.

Output of man-made fibres dropped 1.1 per cent to 84,562 tonnes while deliveries were 11 p.c. lower at 81,332 tonnes. The British Man-made Fibres Federation reports that in the first nine months total output at 272,485 tonnes was marginally above the figure for the same period last year.

It is into this high pressure world that a number of United Kingdom companies have launched their products. There was a surprisingly large British contingent at Las Vegas including Acorn and Applied Computer Techniques with their very different micro-computers.

Unhappily they seem to be arriving at a bad time. Computer sales in the United States have been on a downward trend since May. Infocore president Richard Matlack said he could not explain the decline but "it could indicate market saturation."

Then there were exporters from proxy — Douglas Adams has transformed his hugely popular Hitchhiker's Guide to the Galaxy into what he calls intelligent adventure games on computers being sold throughout America. But comes at this serious show are rare.

The emphasis is on work and

Overseas growth
on the cards at
British Telecom

BRITISH TELECOM is actively examining plans to expand overseas either through acquisitions or joint ventures after privatisation next month.

But Telecom denied yesterday that it was planning to take a 20 p.c. stake in Northern Telecom, the fast growing Canadian-based telecommunications group controlled by Bell Canada Enterprises.

A team headed by John King, Telecom's head of corporate business, has been carrying out research work into ways to extend international operations.

Sir George Jefferson, Telecom chairman, is anxious to see the company emerge as an international telecommunications group and believes that the reduction in the Government holding will increase the prospects of tie-ups and acceptance in foreign markets.

Mr King's team has been examining a series of options and suitable candidates to provide the base for the overseas expansion.

The decision to offer shares in the United States, Japan and Canada is an important element in the strategy now under review.

Penny & Giles
to join USM

PENNY & GILES International, the Muford, Christchurch-based designer and maker of advanced instrumentation is applying to join the unlisted securities market through a placing. Quilley Goodson is broker to the placing.

Another continuation of programme trends is the arrival of "expert systems." These have been produced in recent years to help find oil and minerals, diagnose stomach ailments and so on.

Human Edge Software Corporation is now introducing an interesting set of programmes to be used as the basis of producing your own programmes or to be used for setting up existing software. It also has an intriguing set of psychological programmes, which help recruitment, negotiations and management.

Almost as a publicity gimmick the company produced a personality assessment programme called Mind Prober, and so convincing were its analyses that it has sold 17,000 at £49 and the programme is currently one of the three best sellers in the American market.

Retail sales to go higher

A FURTHER increase in shop sales this month is predicted by the Confederation of British Industry today in its latest retail trade survey based on replies from 582 companies.

Kenneth Edwards, CBI deputy director-general, said: "The rate of growth may have fallen slightly compared with earlier this year but sales are expected to continue growing even above the buoyant levels at the end of 1985."

The CBI estimates that the increase this month will be in line with the last month's improvement after making allowances for optimism among retailers.

The improvements highlighted by the CBI surveys have been running ahead of gains shown in the Government's official retail sales figures during the summer months.

A total of 47 p.c. of companies expect sales this month to be higher than the same month a year ago while 22 p.c. are anticipating a downturn.

Retailers have been placing more orders with wholesalers in the run-up to Christmas.

Channel freight
price war ends

THE FOUR-YEAR price war which has virtually eliminated cargo profits for Channel ferry companies appears to be ending with plans for two increases in rates next year.

Towson, Thoresen, P&O and Sealink all seem set to make rises of about 6 p.c. in the New Year followed by just under 5 p.c. in the summer.

A profit of nearly £12.5 million has just been disclosed by Sealink during its first three months under Sea Containers.

lep

1984 Interim Results
(six months to 30th September, 1984 — unaudited)"Six months of continued
progress, especially in
the U.S.A."

DAVID RHEAB, CHAIRMAN.

	1984 £M	1983 £M
Group turnover	155.9	149.1
Trading profit		
Whitlock U.S.A.	3.6	2.7
Investment property	1.7	1.5
Vehicle distribution	1.5	1.4
Other operations	0.7	0.5
	7.5	6.1
Discontinued activities	(0.4)	—
Interest	(3.3)	(2.8)
Profit before tax	3.8	3.3
Net earnings per share	3.2p	2.7p
Dividend per share	1.8p	1.8p

Copies of the Interim Report are available from the Secretary

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Public sector faces the cost of tax cuts

TUCKED away in a footnote to one of the public spending tables in last week's autumn statement was a highly significant piece of information. Spending programmes for 1985-86, it said, "reflect an assumption that central government rates of pay and allowances will increase on average by 3 p.c. from due settlement dates."

In other words, departmental budgets have been set on the basis that the pay bill rises by no more than 3 p.c. next year, the same as assumed for this.

The small print belies the importance of the announcement. The fact is that the Government's ability to stick to its spending objectives, and hence the scope for the promised tax reductions in the future, depends critically on screwing down the public sector wage bill.

ECONOMIC COMMENTARY



By Frances Williams

Plans for State spending to 1986-87 published in February show that not only is pay in the public sector projected to rise, more slowly than in the private sector—it is projected to rise by less than prices.

More than five million workers in central and local government—a quarter of all employees in Britain—are expected to accept cuts in their living standards at a time when the national income is predicted to be growing steadily.

The Institute for Fiscal Studies has calculated that if, by contrast, public sector pay rose in line with growth in the economy the Chancellor would be in the unpleasant position of having to raise taxes rather than cutting them next year to keep borrowing on track. And the overall scope for tax reductions over the next four years would be only half the £15.5 billion suggested at Budget time.

Mr Lawson's tax cutting hopes rest in handing back to taxpayers some of the buoyant revenues generated by economic recovery. He cannot allow them to be pre-empted by further spending. But, as the IFS points out, the transfer implies that the Government pays directly (and they include State pensioners as well as public sector workers) must be prevented from shading in the benefits of greater prosperity.

Two questions immediately arise: is the realistic? and is it desirable?

No one in or outside government expects the 3 p.c. pay assumption to hold. Over the past four years settlements have topped the announced figure by an average of 1.5 p.c. Special cases like nurses and obligatory rises for the police, firemen and armed forces have forced up wage costs, and no group has settled for less. This has been one of the factors behind the persistent overshoot on public spending.

Civil servants and others can scarcely be expected to take 3 p.c. when private sector wage deals are running at more than 6 p.c. and average earnings on the Treasury's own assumptions are expected to rise by 7 p.c. over the coming year.

Nevertheless the Government's tough stand had a marked effect on the relative pay of workers in the public services.

Since 1980, which saw the last of the massive Clegg awards, earnings in central and local government have lagged behind the private sector by 1.5 to 2 p.c. a year, or by about 10 p.c. in all, according to figures compiled by the National Institute of Economic and Social Research.

As the Institute commented in a special article in its February *Economic Review*, this falling behind is not unprecedented. "What would make a new development would be a considerable further period without a large comparability award to bring general government earnings back into line with those in the rest of the economy." That is precisely what the Government is banking on.

It would be perfectly possible for ministers to argue that civil servants and others are so grossly overpaid that a steady erosion of their relative position in the wages league is warranted and desirable. But they have not chosen to use this argument and have indeed abandoned for the moment any comparability exercise which might support such a claim.

What skimpy evidence there is suggests that pay rates in the public sector are not unduly high (for some jobs they may well be too low, as ministers acknowledged in the case of nurses), even when job security and index-linked pensions are taken into account.

The Government, instead argues that it cannot afford to pay more than 3 p.c. (or not much more) if it is to keep public spending on track. Higher pay deals have to be offset by manpower and other economies. But it is not obvious why public servants should in effect personally foot the bill for tax cuts. If society is becoming wealthier should all groups have a share, even if the private sector tax reductions than otherwise for some?

The prospects for the future are uncomfortable. If the Government does succeed in holding public sector pay rises below those in the private sector—and this will become harder year by year as grievances build up—it will become increasingly difficult to recruit and keep good people, which even a slim-line government service needs.

But if public sector workers were one day to force through a catch-up on pay, the Government's spending plans, and the tax cuts that go with them, would have little hope of being realised.

Boesky the risk arbitrageur

"WE PAY a dime and buy a paper." Not everybody who pays his dime puts the information it contains to such profitable purpose as Ivan Boesky, the most talked about trader on Wall Street.

In the last eight years, Mr Boesky has perhaps helped to keep the newspaper owners in business with his penny purchases. But he has amassed a fortune in his private bank, the Ivan F. Boesky Corporation, and controls funds which are counted in billions of dollars.

Mr Boesky is a "risk arbitrageur." He is also an actor, a patron of the arts, a university professor and a meticulously polite person.

He is not infallible. He is not an insider trader. He considers "greenmail" (more later) to be unattractive and does not engage in it.

The concept of risk arbitrage, like most ideas that pile up personal fortunes, is simple in concept but demanding in execution.

It relies on playing the "spread," or price difference, that frequently appears in running takeover situations. Unless the market is expecting a higher offer, the value of shares subject to takeover generally lags behind the face value of the offer itself.

Sometimes, the gap looms large. When Imperial Group was mounting its bid for Howard Johnson, there was a worry on Wall Street that Imperial would not actually go through with the deal.

The Howard Johnson price consequently fell to about half the price that Imperial was offering. Those that gambled that the bid would go ahead—including Mr Boesky—bought Howard Johnson shares and doubled their money when the deal was completed.

One that didn't work out recently was Premier Consolidated. Premier was on the wrong end of a takeover bid from Carless, Capel and Leonard, and was fighting fiercely.

The market doubted that the bid would succeed, and dropped the Premier price well below the Carless offer. Boesky thought the chances of the offer succeeding were good enough to put £8 million into Premier shares.

In the event the offer failed, the Premier price fell, and "we are now stockholders in Premier."

"Our miscalculation was how many stockholders would accept." Being a Premier stockholder does not especially concern Mr Boesky, because he is very "curious about the quality of the companies we get involved with because we may become investors."

Nevertheless, Mr Boesky's idea of being "an investor" is rather different from that of, say, the Prudential. He readily admitted during an exclusive interview with me in London last week, that he might now try to make things happen.

That is, however, a long way from "Greenmail"—"green" to a Wall Street is not a mark of environmental concern, but the shorthand for money.

WHICHEVER way the British Telecom offer goes, someone is bound to find fault—that is the only thing about the issue which is absolutely certain. Already there are murmurings in the City that the price of 130p a share has been set too low. "Visions of another Amersham with a bumper share price premium on the first day of dealings are being conjured up."

This is hardly realistic but there is some support for the view that the Government may have been able to squeeze just



QUESTOR David Brewerton

"mail" is a straight lift from blackmail.

The way in which greenmail works is that an investor buys a stake, and implies that he wishes to gain control. He enters into a discourse with the company, and to get him off its back the company agrees to buy in the shares owned by the greenmailer—at a premium to the market price.

Mr Boesky maintains that in his 18 years on Wall Street he has never engaged in it. "The process," he says, "is like blackmail. It is very ungentlemanly. It is not to the good of all shareholders, just the predatory ones. We find it very unattractive."

One of the reasons he does find it unattractive, no doubt, is that he has been the victim. He was into Walt Disney when it was greenmailed by Saul Steinberg's Reliance Financial Services Corporation. Steinberg

got \$71.5 a share—the rest of the investors saw the price drop to under \$50.

Mr Boesky is anxious that his expertise, which in Britain takes in Cambrian and General Securities investment trust, should be seen as a business, not some sort of swashbuckling venture that may be here today but gone tomorrow.

To that end, he has just completed a lecture tour explaining to business school audiences just what risk arbitrage is all about. He is after all, a professor at both the New York and Columbia business schools. The time has come, he says, for him to perform "a socially desirable function—I train young arbitrageurs."

He also employs them. His private bank has a staff of 30 in New York, mostly highly skilled analysts able to pick out situations as they come across the Dow Jones tapes.

"We are outsiders looking in on merger situations, not insiders. We have no interest in insider trading, and if we are offered such information we tell them to go down the street and sell to somebody else," he says.

Information, if not of the inside variety, is nevertheless the key to the success of the venture. Mr Boesky absorbs it like a sponge, his admirers say, and despite some delegation in the organisation "I have total

specific percentage of capital employed."

A T & T which does not operate under the same restriction is a better comparison and this is yielding 6.4 p.c. on a price-earnings ratio of 12.5. Telecom's price appears to have been designed to inspire a premium when dealings start on December 3, of between 10-15p. That is probably a safe bet for day one but if market conditions allow, the shares should be substantially higher by the end of the week.

Tom Kyte



Ivan Boesky: Caught out by Premier Consolidated.

knowledge of everything we do."

That knowledge is topped up each night, when lesser mortals are sleeping. Each evening, files are transported by the limousine-load from the bank headquarters on Fifth Avenue to Mr Boesky's home. Since he has need of only 200 minutes' sleep each night, he has plenty of time to browse through them.

But if he should be gone tomorrow, it will be for one of two reasons. Either his meagre intake of food—mythology has it that he eats no more than 600 calories a day—will cause him to fade away, or he will quit Wall Street for the theatre.

He already "plays" on the off-Broadway stage, has a keen interest in the promotion of classical theatre in New York and is a trustee of a number of "arty" ventures, including the American Ballet Theatre and the Metropolitan Museum of Art.

But he has a nagging desire to direct and produce, rather than merely act as a financial sponsor. "But maybe that'll have to be in the next life."

Until then, and Mr Boesky is still only 47, we can expect to see more of his influence at work in London. "It's a very hospitable market and the people are pleasant."

MINING

By Colin Campbell

GFSA—a case of doing what comes naturally

ROBIN PLUMBRIDGE, 49, chairman of Gold Fields of South Africa, is from the school which believes gold mining is difficult enough without having to assume the risks of the futures and currency markets.

Perhaps it is his upbringing as the son of a banker which accounts for his straight forward attitude—he is a mining chief, not a currency dealer, which helps set GFSA apart from a number of other mining companies in not taking gambles.

In view of the horror stories from various mining companies of late, Harthebeestfontein announced in its 1984 annual report it had lost R20 million (£9.1 million) because exchange markets had turned against it. Lorraine and Western Areas have been caught on the wrong foot, platinum and even gold companies have admitted to exchange losses—GFSA's policy of not playing markets it knows little about will be appreciated by serious investors in gold mining shares.

As a man schooled in mining—at 36 he was the youngest vice-president of the Chamber of Mines of South Africa, at 43 one of the youngest to become chairman of a major mining house—he claims some reasonable ability in assessing the longer term trends in the gold price.

"But I have limited ability to assess the short term, and because GFSA does not hedge we get no hiccups," he says.

Gold Fields of South Africa is one of the brighter stars in Consolidated Gold Fields' crown (holder of 48 p.c.). Group mines are long life, low cost, and the shares are an attractive entry point into the broad spectrum of the South African mining scene. Whatever the anxious moments experienced by other mining companies, GFSA has generally been enjoying record local currency prices for its metals.

Though gold is likely to remain the bedrock of GFSA for many years to come, it represented 85 p.c. of group assets and was responsible for 82 p.c. of group income in the year to



Robin Plumbidge, chairman of Gold Fields of South Africa.

June, the operational base is being broadened for the 1990s. Mr Plumbidge recently took GFSA very decidedly into the future by acquiring Clydesdale Collieries from the Liberty Life group which it will eventually merge with its own Apex coal interests. And acquired from Newmont large stakes in Tsumeb and Oskiep copper.

Mr Plumbidge agrees that copper is a swear word at the moment, but the investment gives the group technical access to smelting capacity. Through the Clydesdale deal GFSA will become an important exporter of coal and supplier to domestic power stations in the next decade.

A significant unquoted investment in its stable is the 51 p.c. share of Black Mountain Mineral Development—a substantial producer of a variety of metals, of which the most important are lead and silver. If ever Phelps Dodge was a willing seller of its share of Black Mountain, which operates at a profit but is struggling at the bottom line because of heavy interest, GFSA is likely to be a willing buyer.

The GFSA metals/minerals diversification is also clear in its platinum ambitions, about which the group was for so long reluctant to talk. But

then it takes a long time to establish whether a mining house has found a deposit worth exploiting, and even though the stage has now been reached where the prospect of a said to have potential, no decision has yet been taken on whether to go ahead.

Capital costs and the long-term view of the platinum market will finally be the deciding factors.

The chairman's mining philosophy is simple, and pragmatic. If a mine is in the right place, we'll look at it, though within the confines of the overall Cons Gold group where a find in North America is likely to fall under the Newmont umbrella and a find in Australia would be the responsibility of Rescon, his eyes are likely to remain focused on South Africa and Namibia.

Mr Plumbidge believes that there is still lots of potential for new mines in South Africa—"our geologists are bubbling with ideas," says the man who led the project teams which brought the East Driefontein and Deelkraal gold mines to production—and the group is now committed to investing 10 p.c. of its pre-tax profits each year on exploration. Within the group's gold interests, Kloof and East Driefontein are both areas of promise.

Given his longer term view of affairs, it is not easy to pinpoint Robin Plumbidge to a definitive view of where gold is headed next. But in the wake of the United States presidential election it could take a few weeks yet before market forces begin to play their part, though it recognises that investment demand for gold is still at a low level.

The comfort for shareholders in GFSA, however, is that at least they can sleep knowing that the group is doing what it knows best—mining—and not trying to outsmart international currency markets which have tripped up so many in the past. A roller-coaster ride in the metal markets is bumpy enough without having to take on currency risks as well.

land is clearly well-suited to be leading our race.

But the following pack are still trying hard with Computer and Systems Engineering (CASE) grabbing second spot at this late stage from Donald Macpherson.

Watch out too for the tremendous late surge put up by Illingworth Morris, straight in at number four from nowhere this week.

After a marathon hard-fought battle Alan Lewis took over as chairman with a controlling 55 p.c. of the textile group. But lately after producing much better figures market gossip have been looking for a bid and sent the shares spiralling.

The pace has also taken its toll on some of our long-standing leaders. Sad to see French Connection, which at one stage looked as though it might challenge for the lead, slip back and fall just outside our top ten. It has been in the leading group since June.

THE DAILY TELEGRAPH SHARE RACE

IT is going to take an extremely last-minute effort from the 1984 Daily Telegraph share race leaders to overtake Pentland Industries for this year's honours. Yet one share is making up an astonishing amount of ground.

There are just three weeks to go and Pentland has kicked again to extend its lead this week. It owes its success to its

fast-selling range of Reebok sports and training shoes. Pentland now owns the worldwide selling rights. "Executives even wear them to the office in the States," said finance director Frank Farnant.

In this country Pentland has teamed up with Chris Brasher and John Disley, two giants of British athletics history, to sell the shoes in this country. Pen-

	Percentage change to November 9	Number of entrants
Pentland Industries	346.4	1
CASE	219.2	7
D. Macpherson	210.1	6
Illingworth Morris	185.0	30
Booker McConnell	169.6	3
James Neill	167.5	8
Samuelson Group	158.1	1
Datastream	154.8	4
Hunter Group	153.9	7
Consolidated Modderfontein	153.6	

List compiled with the help of Datastream.

Sun Life: lighting the way with new ideas

At Sun Life, we've a long record of producing bright ideas, in an industry renowned for its entrepreneurial vigour.

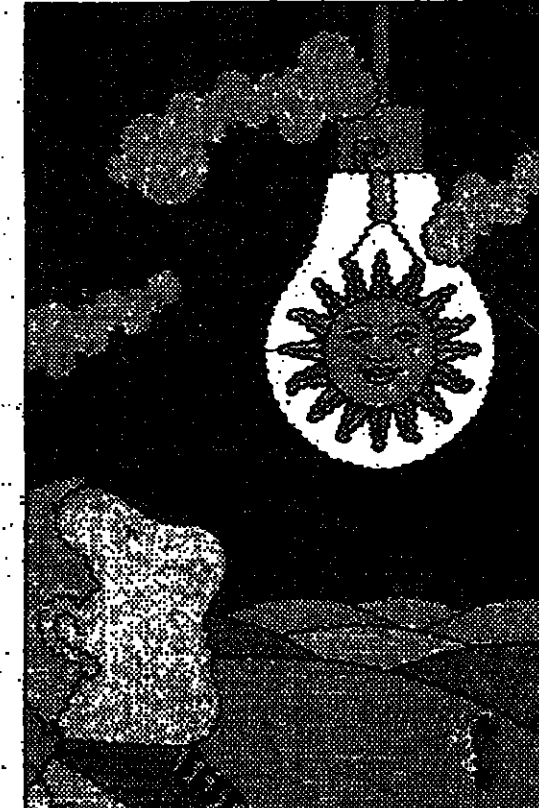
For example, our new T-Plan contract was one of the first off the stocks to help early leavers with frozen pensions to protect. Following this success, two major new contracts—Flexible Cover Plan and Flexible Mortgage Plan—both became market leaders from the day of their launch.

Successes like these have been highlighted by further record-breaking new business figures for both life and pensions business, with our specialist unit-linked companies doing outstandingly well.

Innovation and flexibility have been our strengths.

They'll be keeping us in the spotlight in the future, too.

And that's a good place to be for our policyholders, shareholders and employees alike.



SUN LIFE

A major force in British Life

Sun Life: bright ideas, expertly developed

New T-Plan for frozen pensions

Suntrust Plan—the self-administered pension plan for directors

Personal Pension Plan for Partners

New Flexible Cover Plan, a policy for life with an exceptionally wide range of options

New Flexible Mortgage Plan, with profits or unit-linked, and now accepted by the major building societies

For more information about one of Britain's most successful life offices, contact: Alan Bell, Sun Life Assurance Society plc, 107 Cheapside, London EC2N 6DU, Telephone: 01-606 7788.

Cricket

BOWLERS TOIL AS ENGLAND LEARN LESSON

By MICHAEL CAREY in Ahmedabad

THE realities of life on Indian pitches were brought home forcibly, though not entirely unexpectedly, to England's bowlers at the Gujrat Stadium in Ahmedabad yesterday as the Under-25 XI made 304 for three from 103 overs to end with a lead of 88, and most of the kudos from the match so far.

Ironically, this was not a typical Indian pitch when England opted to bat on it (their opponents would have bowled first), and their indifferent performance there was followed by a somewhat variable display in the field at a time when their bowlers needed all the help and luck they could get.

More changes to tour itinerary

England's tour itinerary looks set for yet another revision after the Cricket Board discovered that one of their chosen grounds is already booked for a wedding reception.

Between the first and second Tests, England had been scheduled to meet North Zone at Mohan Nagar on the outskirts of Delhi from Dec. 7-9.

But with the ground, privately owned by a wealthy Indian, now occupied, England have agreed to switch the fixture to Pune where they will meet a combined eleven drawn from both North and Central Zones.

The party was already due in Pune on Dec. 10 for a one-day match against the local team, but now they will stay in Pune for a week, with the match against North Zone postponed to Dec. 11.

Otherwise the bowlers discovered there was no margin for error on a pitch that had caused some of the first morning.

At that stage Robinson was singled out for the only ball to lift unplayably while Crowther, Fowler, Lamb and Ellison all perished to loose strokes in conditions which English batsmen should have recognised required patience and discipline.

Adventurous Srikanth

Srikanth, of all players, showed these qualities in abundance but there is still a touch of the D'Arny in him and after Viswanath had gone to a good ball from Aliot, it surfaced from time to time against all the bowlers.

At 48 Foster unaccountably dropped a comfortable chance off the bat of Ellison and after he had lifted Pocock for a six over long on Robinson dropped another more difficult chance in the same over as the ball dipped out of the sun.

Two balls later Srikanth hit another straight six but then played on to a quicker ball and when Gurusuran Singh was palpably slow to become Aliot's first victim of the tour, the Under-25s were 145 for three.

By then Ellison had been given lengthy opening, inside in which he twice saw the leg stump, but otherwise, with the ball not swinging, looked very plain.

Later with Foster not at his best, the afternoon session tended to drift away from



Richard Ellison... beat the bat but without success.

N. Zealand fight back in Test

By A. Special Correspondent in Lahore

JOHN WRIGHT, the New Zealand opening batsman, recovered from a blow on the head yesterday to score 65 and give his team a chance of victory in the first cricket Test in Pakistan, at Lahore.

At the end of the third day, the tourists were 212 for six, 148 runs ahead but with a low-scoring game evenly balanced.

After dismissing Pakistan for 221, the New Zealanders set about retrieving a 64-run deficit. They had established a two-run lead before Azeem trooped, Bruce Edgar left before he was out.

Wright shrugged off a blow which broke his helmet, to be the day's top scorer, hitting a six and four boundaries.

He had added 57 for the second wicket, with Martin Crowe, before he was run out by a brilliant piece of fielding by Salim Malik.

Zahoor Abbas, Pakistan's captain, then turned to spin and immediately was rewarded with two wickets.

Double blow

At 158, John Reid was bowled by a sharply turning delivery from Crowe and, two runs later, Javed Miandad fell at a difficult low catch by Rameez Raja, the substitute.

Crowe was caught behind off Azeem, while Steve Bocco was out for a duck when Javed Miandad fell at a difficult low catch by Rameez Raja, the substitute.

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Richards' dismissal came when Bennett played sideways to his left to hold a return catch. Richards, captaining the team, although Lloyd was the in-cup, held his ground believing he was not out.

It was at least a minute after being given out before he walked down to the pavilion, clearly unhappy with the decision. He refused to comment later.

Lloyd, who made an unbeaten century, was the only batsman to be out at the close. But with the wicket taking considerable toll, the West Indies' task looks a daunting one.

GLOS IN PROFIT

Gloucestershire County Cricket Club made a 55,000 profit for the year ending Sept. 30, an 85,000 increase over the previous 12 months.

ICE ROCKY

NAT. ICE. Edmonton, Oct. 7. A Canadian ice company has been awarded a contract to supply ice for the 1952-53 season for the city of Edmonton.

FRIDAY

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Steve Douce, 21, who outclassed an international field to win the Smirnoff Scramble cyclo-cross event at Harlow yesterday.

West Indies facing defeat in Sydney

THE West Indies were facing defeat against New South Wales at the end of the third day of their four-day match in Sydney, after collapsing to 95 for eight in their second innings.

Chasing 205 for victory, after dismissing the Australian state side for only 129 in their first innings, the tourists were then made to suffer themselves as Murray Bennett, a left-arm spinner, grabbed five for 50, including a controversial one involving Viv Richards.

The West Indies had already been hit by Clive Lloyd's announcement during the match that he is giving up the captaincy of his country after the present Test series against Australia.

When New South Wales folded for 129 in their second innings, the tourists were out for 212, 72 and Richards (four for 18) the West Indies appeared to have a relatively comfortable target.

But as in the first innings when the tourists were out for 212, Bennett and Bob Holland took full advantage of the turning wicket.

Richards' dismissal came when Bennett played sideways to his left to hold a return catch. Richards, captaining the team, although Lloyd was the in-cup, held his ground believing he was not out.

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SLATER & BARBER OFF TO JAPAN

By HOWARD BASS

NICKY SLATER and Karen Barber, who so convincingly captured the Tuborg British Ice Dance title at Nottingham, fly to Japan this week to compete for the International N.H.K. Trophy, beginning in Tokyo.

Because the event is being held at the rink which will host the world championships next March, the elegant Richmond couple are eager to test local reaction to their innovative, Oriental-style free dance, which has made such a heartening initial impact.

Jimmy Young, their coach, has had great choreographic support from Derek Deane, of the Royal Ballet Company.

Slater and Miss Barber will break their journey back from Japan, to give exhibitions in Boston next week, in aid of cancer research, before returning to their West German training quarters in Oberdorf, to prepare for their international challenges.

Paul Ashkan and Sharon Jones, the Altrincham couple who were runners-up, have been selected to accompany the new British Ice Dance champion, Richard and Sharon Jones.

YACHTING

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Cyclo-Cross

Easy victory for in-form Douce

By PHIL LIGGETT

STEVE DOUCE, 21 last Thursday, produced one of the most convincing performances seen for some years when he won the 25th Smirnoff Scramble Cyclo-Cross at Harlow yesterday.

Douce, who returned from a successful flying visit to Switzerland last week, led from the start to win the 14 miles event by over 90 seconds and become the new leader in the National Trophy competition.

For many years Freddy Deschacht, of Belgium, has forced Britain's best riders into his wheel tracks, but yesterday the five-time winner struggled to contain a number of youngsters and finally ended in fifth place almost four minutes behind.

The dry but muddy conditions quickly split the field, leaving Steve Barnes, the holder of the National Trophy, in 15th place before the end of the opening one-and-a-quarter-mile lap.

Barnes lapped

Barnes, who complained of a cold, however, was not beaten by Douce, who won last year. Yesterday Douce thoroughly punished Barnes by lapping the Yorkshireman two miles before the finish.

Chris Young, the British champion from Bradford, recovered from a slow start to command second place from the second lap, but like everyone else he never sighted Douce, who saw only the riders in the rear.

A determined fight from David Baker, the junior champion two years ago, brought him from behind to finish fourth behind Robert Dene, a junior, who showed that this season is set to provide little for anyone over 22.

Boxing

Promoter Mike Barrett yesterday confirmed a change of American opponent for heavyweights Frank Bruno and Tommy Morrison, on Nov. 27. He will now meet Phil Brown instead of Tom Thomas, who has pulled out.

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